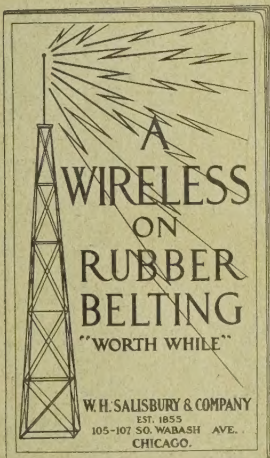


# THE AMERICAN ELEVATOR AND GRAIN TRADE

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY Mitchell Brothers Publishing Co. } Vol. XXXI. CHICAGO, ILLINOIS, JUNE 15, 1913. No. 12. } One Dollar Per Annum. SINGLE COPIES, TEN CENTS.



THIS BOOKLET  
will show you the way to  
**Absolute Rubber  
Belt Satisfaction**  
If interested, send for it! It's Free.  
**W. H. SALISBURY & CO., Inc.**  
Manufacturers or Distributors  
High Grade Leather and Rubber Belting, Hose, Packings, Etc.  
RUBBER GOODS OF EVERY DESCRIPTION  
Since 1855 CHICAGO, ILL.



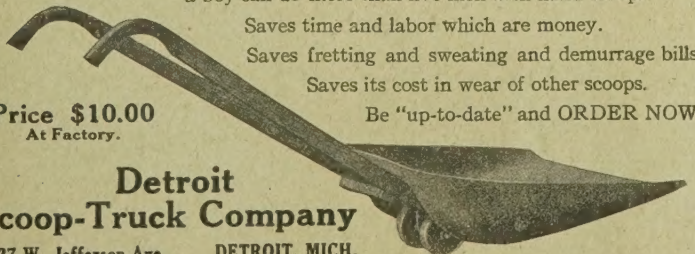
Be sure it's the  
**"MOHAWK"**  
brand of rubber  
belting.  
Order of your build-  
ing contractor or  
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direct.

New York Boston  
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Consign your Grain and Field Seeds to  
**Somers, Jones & Co.**  
82 Board of Trade, CHICAGO

## The Climax Scoop Truck

Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it a boy can do more than five men with hand scoops.  
Saves time and labor which are money.  
Saves fretting and sweating and demurrage bills.  
Saves its cost in wear of other scoops.  
Be "up-to-date" and ORDER NOW.  
Price \$10.00  
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**Detroit  
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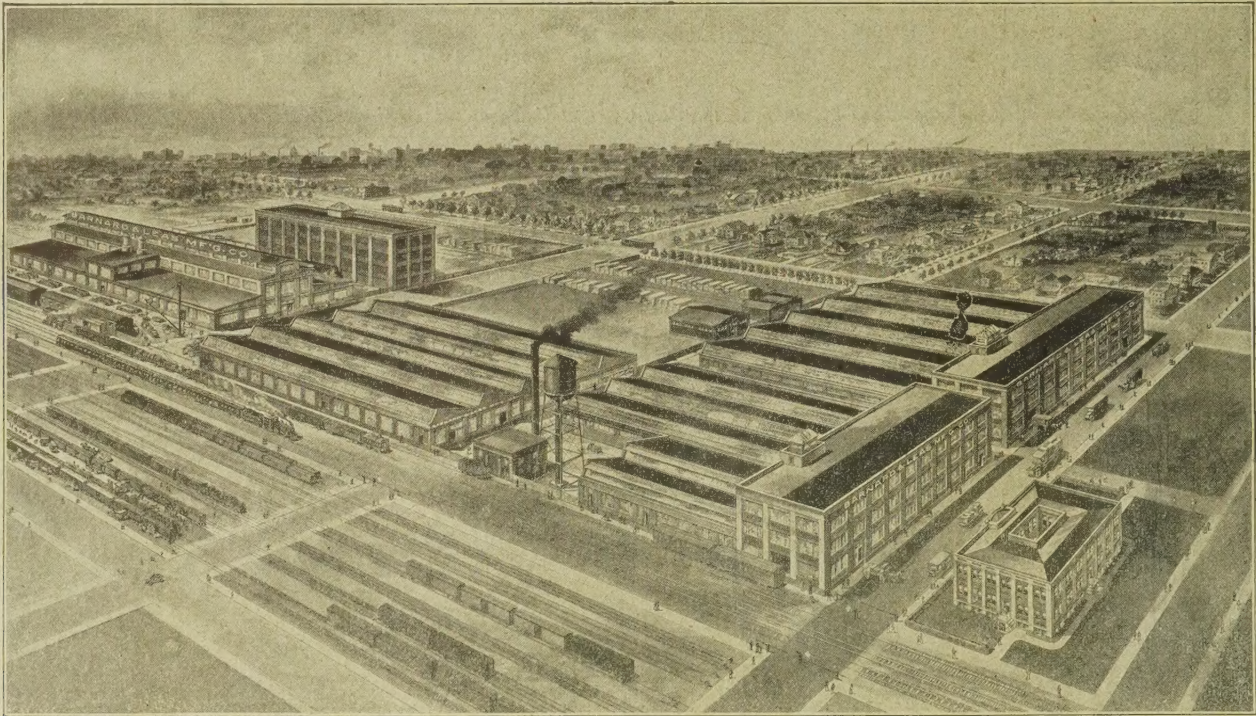


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FLOUR AND FEED MILL MACHINERY  
STEAM AND GAS ENGINES  
Pulleys, Shafting, General Power Transmission Machinery, Roll  
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## New Shops Of Barnard & Leas Mfg. Co.



New Tools    New Appliances    New Conveniences  
Larger Capacity    Improved Facilities  
**This is a Full Line House**

We make from the crude material every machine needed in a modern flour mill. We are not engaged in any side lines to distract and divide our time and attention.

It will be to your advantage to give this model plant a trial on your next order.

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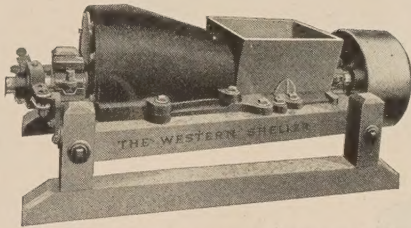
**MILL BUILDERS AND  
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ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



# Reliability

That is Where  
The WESTERN Line  
is Pre-eminent

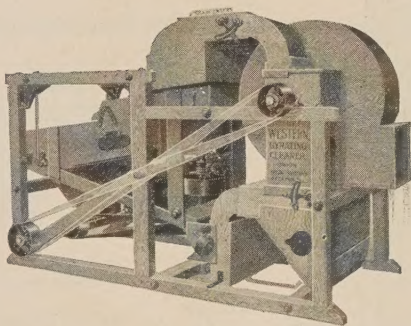


"Western" Regular Separate Warehouse Sheller

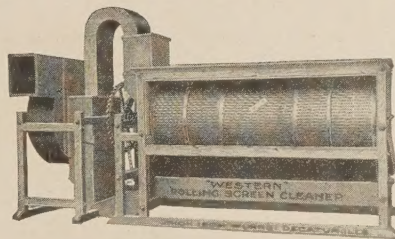
The proof is in the hundreds upon hundreds of elevators being equipped with "WESTERN" Line of separators, cleaners and shellers and the scores of endorsements and the continual re-orders arriving at our offices. Any "WESTERN" user will vouch for the perfect work which our machines do.

## Our Record Speaks for Itself

We have followed the grain handling and cleaning question for over forty years and know what reliability and satisfaction means and requires. For this reason you will find more "WESTERN" machines in operation today than other makes; a high testimonial for their worth.

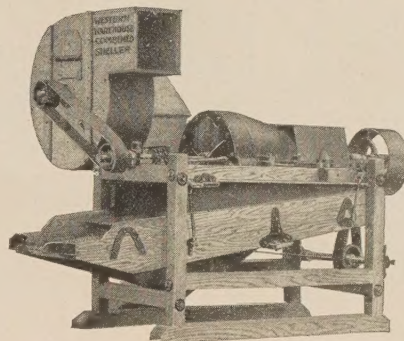


"Western" Gyrating Cleaner

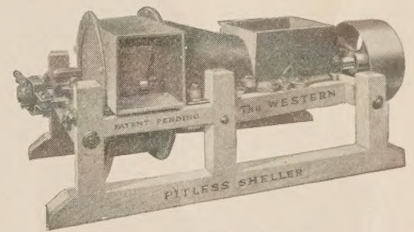


"Western" Rolling Screen Cleaner

Remember your profits depend largely upon your facilities for handling grain and the condition in which it reaches the market. Poorly shelled and cleaned corn, for instance, means low grades every time.



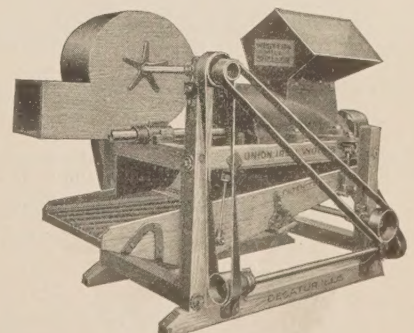
"Western" Warehouse Combined Sheller



"Western" Pitless Sheller

## Profits Count

"WESTERN" grain handling and cleaning machinery are dividend producing investments and solve the elevator operator's machinery trouble. We carry a complete line of grain cleaning, handling, conveying, elevating and power transmission machinery and can fill your most necessary wants at once.



"Western" Mill Sheller

*Let Us Send You Our Complete General Catalog*

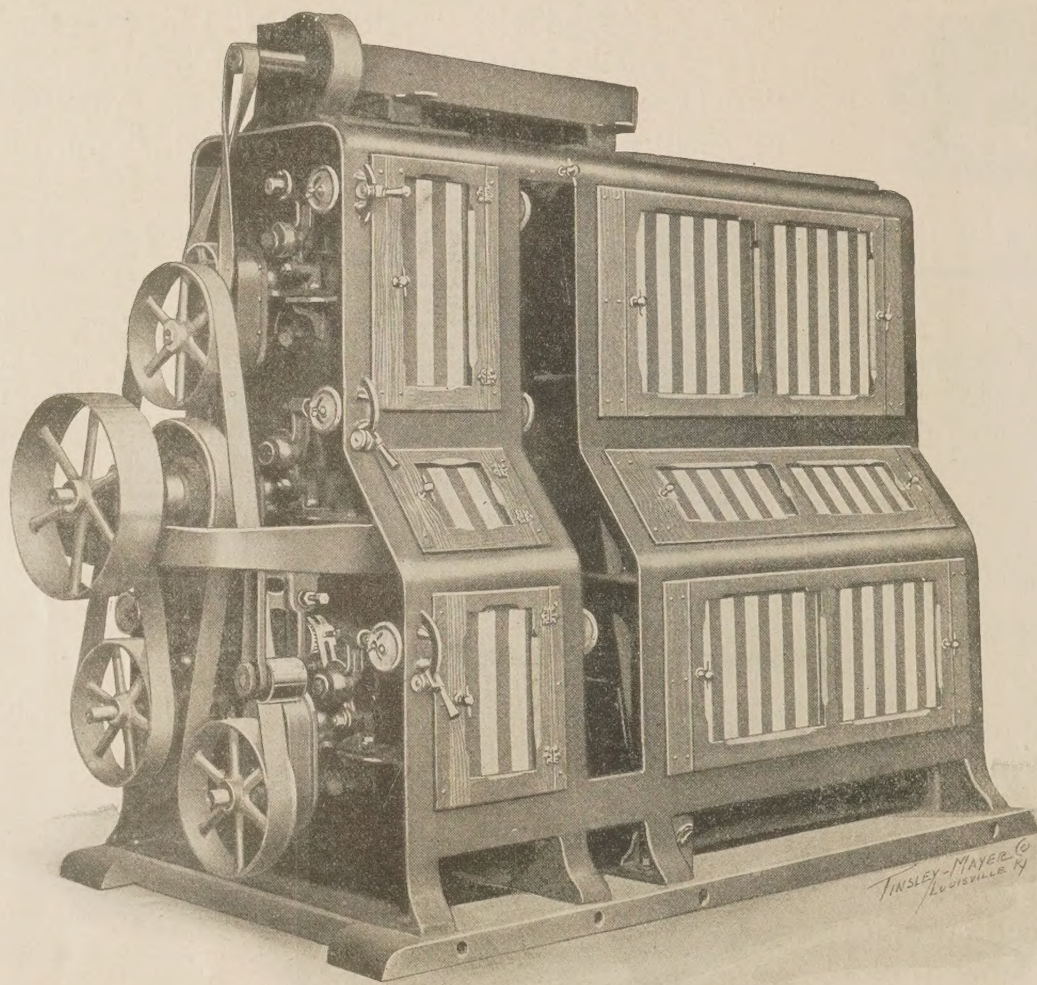
UNION IRON WORKS  
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# MONEY and FLOUR

Are being made by other Elevators using the

## "MIDGET" MARVEL Self-Contained 25-Barrel Roller Flour Mill



Why not investigate the proposition to turn **your Elevator** into the best money maker.

Read what two Elevator owners have to say of their "Midget" Marvel—neither of them knew anything about flour making until they put in this wonderful mill. It is so simple that any intelligent man can successfully operate it and make good flour. Then too, it takes only about 4 H. P., which your engine can furnish and not miss.

Rossville, Ind., July 31, 1912.

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Gentlemen:—The flour made on our "Midget" Marvel is giving extra good satisfaction and beyond our expectation. As it looks to us now, the proposition here has a bright future. The mill is a great wonder to all, and have had some very good men looking it over, principally grain men. We extend our regards to all who have come in contact with our deal.

Yours respectfully,  
McCOMAS & HORNBECK.

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Gentlemen:—Our "Midget" milled flour is selling readily in the towns of Jewell City, Randall, Scottsville, Kackley, Burr Oak, Mankato and Concordia. We have sold a carload in Concordia, right where they have a 500-barrel mill. Now, Mr. Little, if you come to Kansas this fall, don't fail to be our guest; we will have a royal time and show you the most complete "Midget" milling plant in the world.

Yours respectfully,  
GIFFORD BROS.

LATER—March 1, 1913.

"We want to say to you at this time, that we consider the 'Midget' the best investment we have ever made."

Respectfully, GIFFORD BROS.

30 days' free trial—our guarantee reads as follows: "We further guarantee the **buyer** complete satisfaction and leave it entirely with **him** to say whether the "Midget" Marvel comes up to our description, guarantee and **his expectation.**" Could anything be stronger?

Write for our latest booklet "The Story of a Wonderful Flour Mill." We will be glad to send it to you.

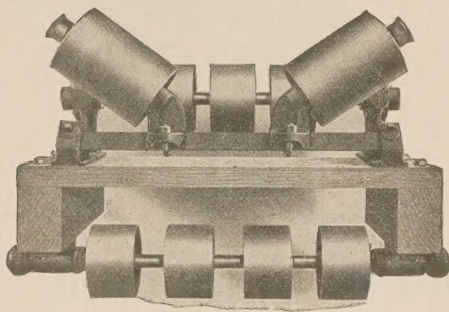
## THE ANGLO-AMERICAN MILL CO.

404 Central Trust Building,

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— "A Better Barrel of Flour Cheaper" —





## Improved Belt Conveyor

Carries all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory—nothing to get out of order.

We manufacture a complete line of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for supplies. Send for Catalog 34.

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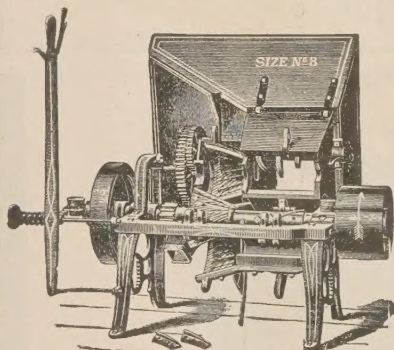
Includes Grain Feeders, Car Loaders,  
Overhead Dumps, Man Lifts.

HIGH QUALITY FAIR PRICES

**PEERLESS FEEDER COMPANY**

RHINEHART SMITH, Mgr., Sidney, Ohio  
Ohio Representative Union Iron Works

## Bowsher's All-Around Feed Mill



(Sold with or without soaking  
elevator)

It CRUSHES ear corn (with or without shucks) and GRINDS all kinds small grain and KAFFIR IN THE HEAD. Has CONICAL shaped GRINDERS, DIFFERENT FROM ALL OTHERS. RUNS LIGHT. Can run EMPTY WITHOUT INJURY. Ahead of rolls or stones in speed and quality of work.

YOU NEED a mill now. Quit THINKING about it. COMMENCE to investigate. Give US a chance and we'll tell you WHY we think ours is the best.

SEVEN SIZES: 2 to 25 H. P.

Circular sent for the asking.

Drive pulley overhung. Belt to it from any direction. Makes complete independent outfit.

**THE N. P. BOWSHER CO., South Bend., Ind.**

**Our Prices  
Complete Line**

**Mill, Factory,  
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**W. D. ALLEN MFG. CO., Chicago**

## International Sugar Feed Co.

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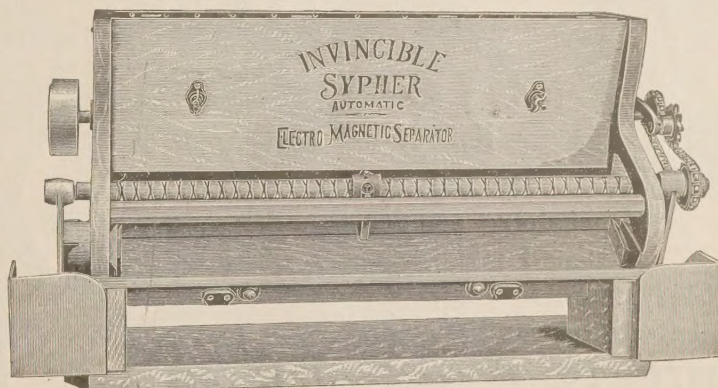
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International Sugared Dairy Feed  
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These feeds are unequalled in nutritive value. Sold by dealers everywhere

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Electro Automatic Magnetic Separator



**Very Durable—Small Consumption of Current**

Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

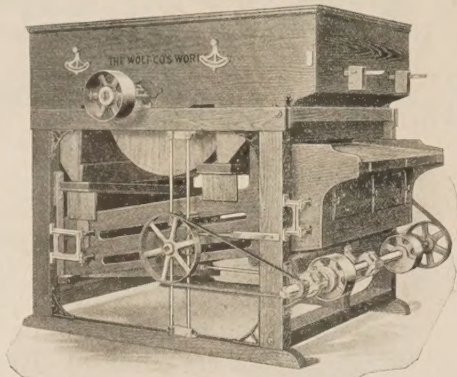
### INVINCIBLE GRAIN CLEANER COMPANY

SILVER CREEK, N. Y., U. S. A.

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### Wolf Perfected Two-Fan Double Receiving Separator

In this machine all of the crude features which were characteristic of receiving separators not so many years ago have been totally wiped out.

The Wolf Perfected Two-Fan Double Receiving Separator is absolutely modern, and were you to examine it most thoroughly from top to bottom and from end to end (and you are invited to do so) you could not find one single piece of out-of-date mechanism—not one!

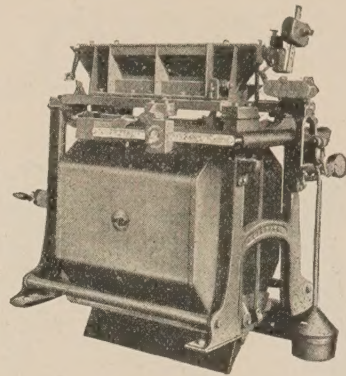
It has two independent screens, one coarse and one medium, and is built in six different styles, ranging in capacity as follows: medium screen, 50 to 1000 bushels of wheat per hour; coarse screen, 100 to 2000 bushels per hour.

Are you in the market for a receiving separator that has won the hearty recommendation of many users? Write us.

**THE WOLF COMPANY**  
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For  
Old  
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New  
Elevators



For  
Working  
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## Fairbanks Automatic Scales

Continuous Weighers

Have  $\frac{1}{4}$  of the counterpoise weight of other scales, therefore 75% less pivot wear. Less vibration, less noise, smoother running, due to operating under lighter "dead weight."

**Durable**

**Accurate**

Can be tested while operating. Ask for Catalog No. 544A25.

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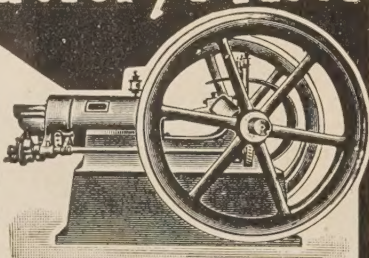
Oil and Gasoline Engines, Feed Grinders, Electric Motors and Generators, Water Systems, Electric Light Plants, Windmills, Wagon and Portable Scales.



Get my latest  
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Nobody  
can sell you  
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than I make.—

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prices as I am making this summer.



## WITTE Engines 2 to 40 H-P.

Gas, Gasoline, Distillate, Naphtha, Kerosene

They have set the quality-standard 26 years. They still lead in quality—cheapest power-producing and utmost wear-resisting—quality. Elevator men, especially, testify to that, after years of trial.

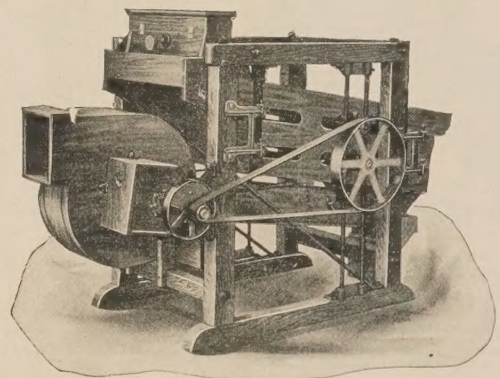
**BUT HERE IS THE BIG NEWS:** You can buy a WITTE Engine for half the price asked for other so-called standard engines. *Five year guarantee with sixty day free trial.* I beat the field on quality and price and back every engine to the limit.

### Buy Direct From My Factory

Save the dealer's expenses and profit. Besides, I have manufacturing advantages that give me a lower factory cost than any of them.

I want WITTE Engines in elevators everywhere. They are my best advertising. I can make money by selling elevators at my factory-cost. **Let me send you my special offer. Don't buy an engine until you get it. I'll guarantee to interest you by return mail.**

**ED. H. WITTE, Pres.** Witte Iron Works Co. Kansas City, Mo.  
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### Wolf Two-Sieve Cracked Corn Separator

For you who do not feel the necessity of one of our more expensive types of separators, this machine will completely comply with your most exacting demands.

Although not high in price, it is an excellent separator for many classes of work and may be fitted with sieves for handling nearly every species of grain.

Has two grading sieves, a thorough air aspiration and may be fitted either with or without automatic brush cloth cleaner.

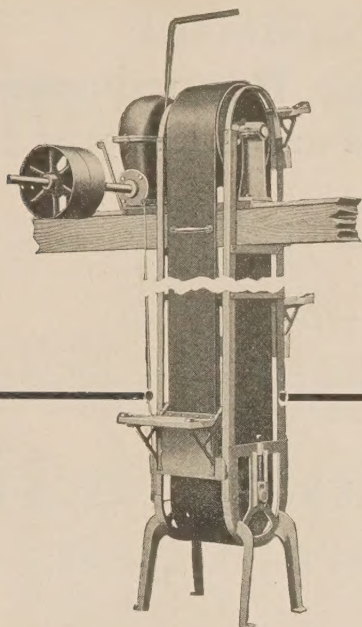
Note from the illustration its substantial build, which assures long and adequate service. There is no machine selling for the same price that can compare with it for good, honest, all-around efficiency.

For convincing proof of its numerous merits, ask for detailed description. Why not write us a letter TO-DAY?

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## A Reliable Service Elevator

is now regarded as a necessity in every well appointed mill, grain elevator and warehouse. In the N. & M. Co. service elevator, the mechanical construction, convenience of operation and general usefulness have been improved to a marked extent, resulting in a far more substantial and durable construction, saving in power, absolute dependability and greater safety to the users. Besides being a handy and practical passenger elevator, this time and energy saving device is frequently used for handling packages, material in bags, etc. It is built in heights to suit your conditions.

Our circular No. 1200 tells you about these service elevators. Write for it.

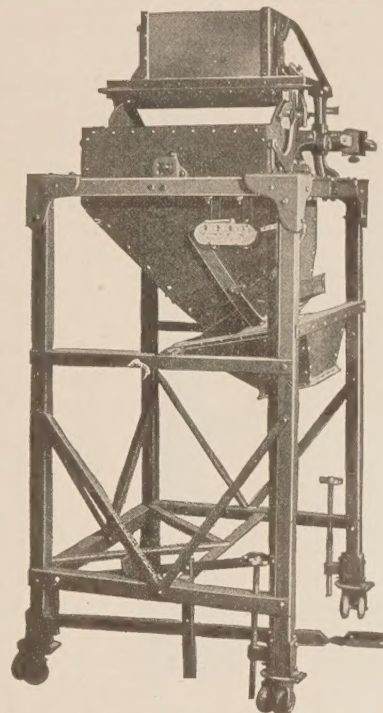
### Nordyke & Marmon Co.

America's Leading Mill Builders

Indianapolis, Indiana

## NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables Shippers  
to Collect Claims  
—  
Requires No Repairs  
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Occupies Small Space  
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Most Economical  
to Install



No Bother to Operate  
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Never Gets Out of Order  
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Will Not Rust or Wear Out  
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60 Days' Trial

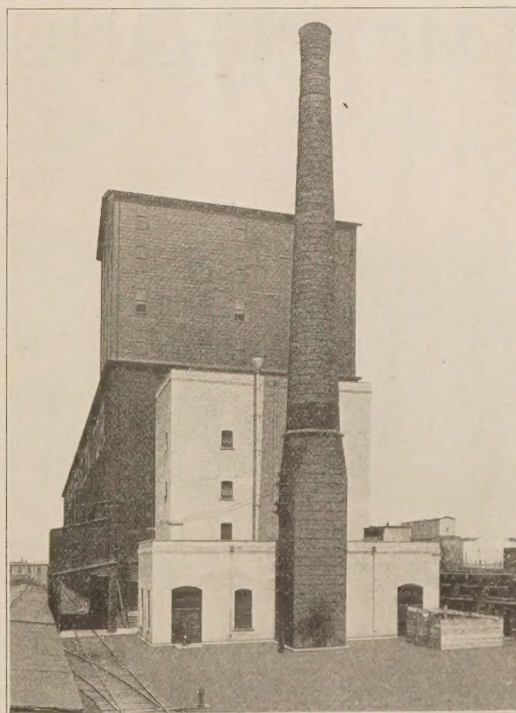
PORTABLE BAGGER

Write for Catalog.

### National Automatic Scale Co.

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Grain Drying Plant erected at the Great Northern Ry., "Annex," A. D. Thomson, Lessee, Superior, Wis. Capacity 2,000 bushels per hour.

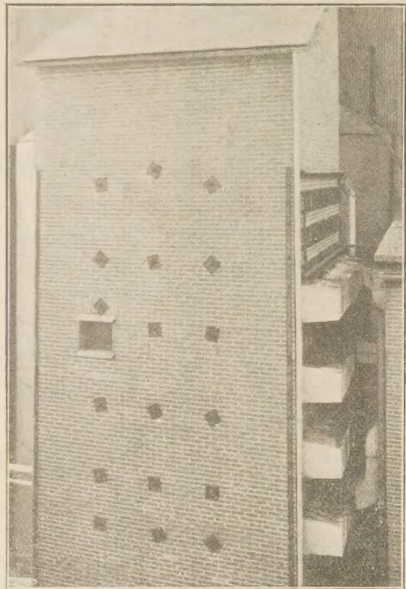
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## THE REYNOLDS DRIER

The Reynolds Drier is the first that solves the problem, for doing perfect drying.

With it, corn is dried, and left with an appearance of old corn, and the best judges can not detect it.



Every kernel is heated uniformly, before it is subjected to the drying air, the hot air only carrying off the moisture, leaving the grain in the same condition, as though it had been dried by nature.

It is a continuous process, and dries the material uniformly, which is a feature, on a large scale, that excels all others.

For Milling and high class purposes, it has no equal.

For further information, write

**E. H. REYNOLDS**

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## Making Wonderful Endurance Records For Big Mills and Elevators

There could be no better evidence of the quality of Goodrich Grain Belts and the fact that they would mean economy to you than the remarkable service they are giving to concerns whose conveying problems are almost identical with yours.

Here is a Typical Example of the  
Durability of

## Goodrich Grain Belts

—an experience in the elevator of the Electric Grain Elevator Co., Buffalo. "We have two conveyor belts in our gallery, each seven hundred feet long, which have been running nine years, handling approximately one hundred million bushels of grain, and are still in good condition."

Let us send you list of other users of Goodrich Grain Belts, samples of our belts and full information

**The B. F. Goodrich Company**

Makers of Goodrich Tires, and every-  
thing that's best in rubber

Factories  
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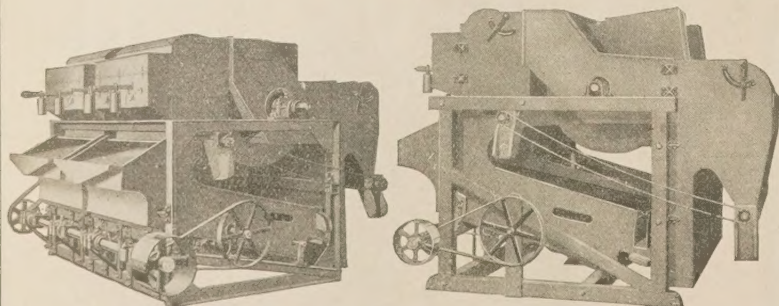
Branches in all leading cities



## "EUREKA" STEEL GRAIN CLEANERS



Strong, extremely well built, thoroughly dependable and standing up for years under constant service, these machines will effect a surprising saving for the elevator owner.



**Eureka Separator**  
(All-steel type)

**Eureka Separator**  
(Steel covered type)

Let us send you our catalogue—a complete encyclopedia of everything pertaining to the cleaning of grain.

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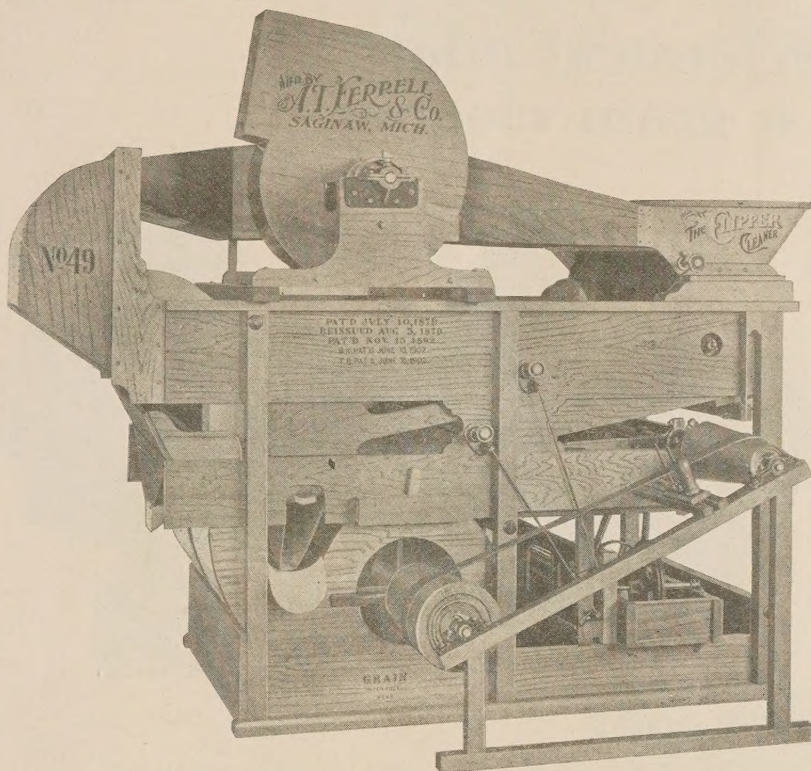
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Accounts of grain elevator operators and commission men throughout the country respectfully solicited



# "Clipper" Grain and Seed Cleaners



The No. 49 Clipper is a first-class grain receiving cleaner for local elevators. It has large capacity, is solidly built, is dustless and will make the most difficult separations. It is simple, strong, convenient and will not easily get out of order. It requires less for repairs than any other grain cleaner on the market and is always ready for business. Ours is the only successful combination cleaner on the market. We give a 30-day guarantee with each machine.

If you are looking for the best cleaner, we would like to show you what we have. Our line of clover seed cleaners is strictly up-to-date. All sizes and capacity. We can furnish machines with Traveling Brushes, Air Controller and all modern improvements. Send for catalog and discounts.

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Chicago's Finest Hotel

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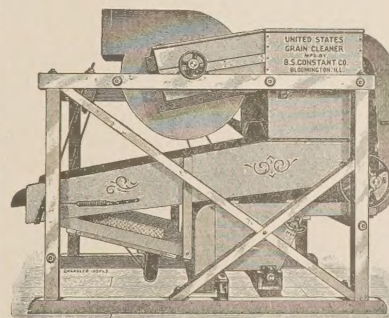
**One Person:**  
Room with detached bath, per day \$2 to \$3  
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**Two Persons:**  
Room with detached bath, per day \$3 to \$5  
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Connecting rooms and suites as desired.

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La Salle at Madison St.

**THE** largest metropolitan hotel in Chicago. World-famous for its luxurious and comfortable guest rooms, magnificent restaurants, appetizing menus and efficient service.

Hotel La Salle is at the very center of Chicago's activities and within easy walking distance of most of the theatres.



### THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.  
Long life machine.  
Ring or Chain Oiling Bearings.  
Balanced Eccentric.  
Five Separations and

**All the Corn Saved.**

### The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.  
Easiest and safest.  
Adjustable Brakes  
which we guarantee.

State distance between floors and get our

**Net Price**

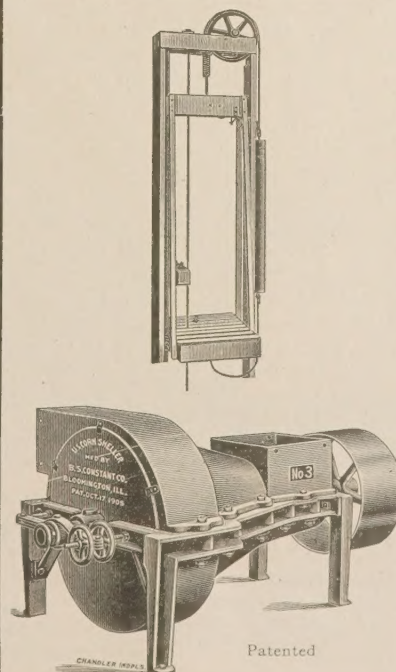
### U. S. Corn Sheller

Fan Discharge, over or under, right or left hand.

Iron or Wood Frame.  
No Lower Hoppering.  
Cheapest Installed.  
Quickest and Cheapest Repaired of any Sheller on the market.

**Send for a Catalog.**

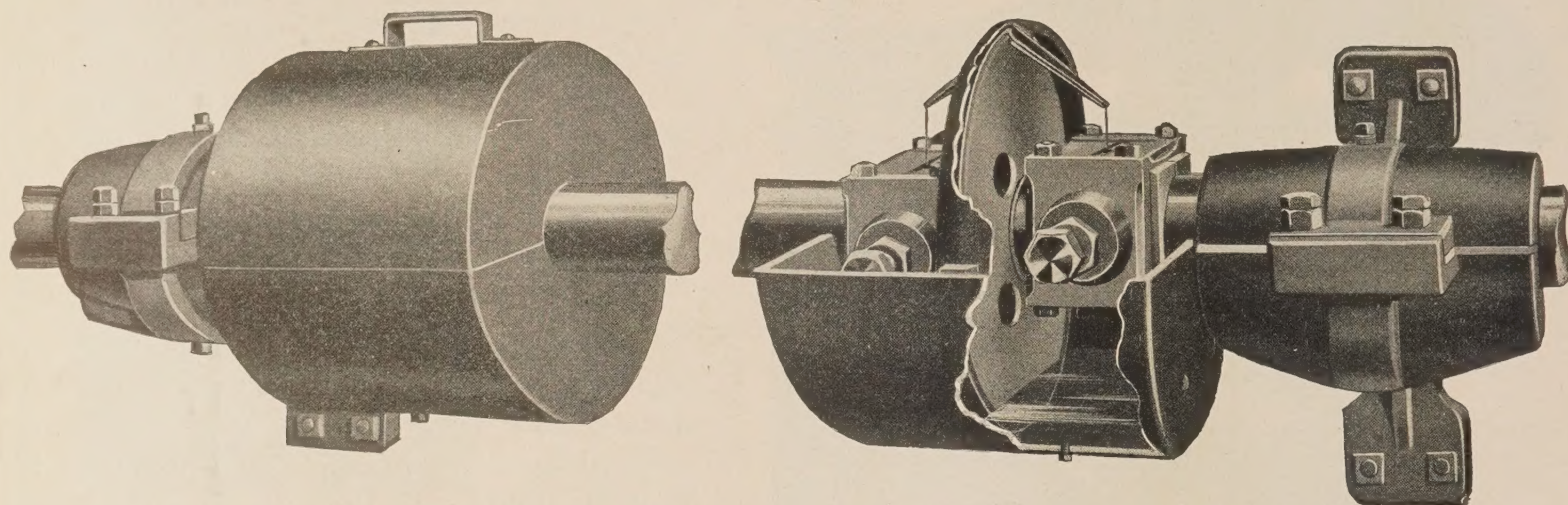
**B. S. CONSTANT CO.**  
Bloomington Illinois





**“MONITOR”**

**The first mechanical oiler  
ever used on a grain cleaner**



**It wipes out  
your risk of fire—your care—and expense**

A marvel for simplicity, this, the *first* mechanical oiling device ever attached to *any* make of grain cleaning machine, is one of the most important inventions of recent years. Patented seven years ago, in operation today on nearly 1100 “Monitor” Grain Cleaners, this device is eliminating fire risk, reducing operators’ care and attention and up-keep expense to the lowest known proportions.

The cut above is made from two photographs showing “Monitor” Automatic, Disc-Oiling Eccentrics attached to a five thousand bushel per hour “Monitor” Separator. The outfit is a simple and perfect safeguard against oily, dirty floors, which mean fire risk in the elevator; it has the distinction of being the *first* centrifugal action oiler for automatically lubricating grain cleaner eccentrics—scores of the largest, most perfectly equipped elevators built in the past seven years are equipped with this valuable device. The grain dealer too often overlooks the importance of perfect lubrication for the grain cleaners in his elevator, possibly he forgets that the most vital mechanism on any grain cleaner is the eccentrics; operated at high speed these vital parts are subjected to the very maximum of strain and wear, whilst also they are depended upon for the quality of screen separations which are to be obtained. Without perfect lubrication there cannot be perfect eccentric motion, which means, of course, there will not be perfect screen separations; poor lubrication also means undue wear and heavy up-keep expense. Observe the simple device, which mechanically lubricates the eccentrics copiously and in a positive manner, increasing the efficiency of the cleaning and the life of the driving mechanism two fold or better. It provides an abundance of lubrication, constant and continuous—mechanically supplied in an unfailingly accurate manner. No other attention than to remove plug, drain reservoir and refill with oil once in sixty days. The outfit is dust-proof—no grit or dirt can enter—no oil can leak out; oil cannot reach your floors. *Most important of all*, automatic oiling is obtained without any intricate or wearing parts—oiling is produced by a solid one-piece disc, which requires no adjustment or attention whatever and will last a lifetime—for simplicity this outfit is a wonder.

Bear in mind we are the only manufacturers of this important invention which is to be found only on “Monitor” Grain Cleaners—any one of our hundred styles of cleaners may be equipped with this outfit.

**10 times  
more oiling  
with  
one-tenth  
as much oil.**

**This is  
insurance  
that costs  
you nothing.**

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No. 12.

# New Concrete Elevator for Indianapolis Milling Firm

## General Bin Arrangement Described—Complete and Thorough Machinery Equipment—Entire Plant Designed for Most Economical Operation and Maintenance—Some Unusual and Novel Features

A reinforced concrete grain elevator which has recently been completed by the Macdonald Engineering Company, of Chicago, for the Evans Milling Company, near West Michigan street, on the Belt Line, in Indianapolis, Ind., is shown in the accompanying illustration.

The building is located adjacent to the milling plant and served by the side tracks from the Belt Line. The total capacity is approximately 200,000 bushels, which is divided into 34 bins, varying in capacity from 2,800 to 7,500 bushels each.

The general scheme of bin arrangement consists of four cylinders 25 feet in diameter, each cylinder being quartered by four radial walls. The large interspace bin enclosed by the four cylinders is also subdivided into four equal compartments. In addition to this the outside pockets formed by the cylinders are enclosed by a straight wall which is tangent to the cylinders and forms five additional outside pocket bins.

Besides the bins above mentioned there are two rows of rectangular bins, six in each row, built across the end of the house adjacent to the tracks. The bottoms of these square bins are kept at an elevation of 36 feet above the track grade and the space beneath is reserved for the machinery equipment; this space providing a floor 17 feet by 55 feet long.

Surmounting the bin story there is a reinforced concrete cupola 22 feet by 13 feet by 31 feet high, which contains the elevator heads and distributing spouts for filling the bins.

The machinery equipment consists of a receiving leg with liberal track hopper for unloading cars into a hopper scale located on the first floor, of 2,000 bushels capacity. The scale hopper discharges its contents to an elevator leg of 8,000 bushels' capacity, which reaches all the bins in the storage by direct spouting.

The direction of the grain to the various bins of the elevator leg is controlled by the operator

from the ground floor by means of indicator mechanism which gives the exact location and the correct setting of every spout in the house.

Besides the loftier leg for filling the bins, there is an independent mill leg provided, through which

are fitted with a combination of steel spouting which permits their use either for mill blending, or as special cleaning bins.

The boots of both elevator legs are located sufficiently below the storage bins to enable all grain

to be spouted by gravity to either of the elevator legs.

The entire plant is especially designed with a view to economical operation and maintenance; the scales being located on the first floor; the control of the disposition of the grain in all directions is at the hand of the weighman in the immediate vicinity of the scale beam, so that the entire operation of the plant is focused practically at this point.

Access to the cupola machinery is had by means of an iron stairway and counter-balanced manlift operating between the working floor and the roof and passing through a bin space especially prepared for this purpose.

One bifurcated spout has been provided for loading cars on an outside track, independent of the receiving switch, and a powerful carpuller has been installed to pull cars by means of wire rope on either track in each direction.

The machinery is operated entirely by electric motors, the current of which is obtained from a generator in the power house of the mill building.

The idea of permanency and indestructibility has been well carried out in all matters pertaining to this plant. The structure and equipment is built entirely of fire resisting materials and the fire hazard has been practically eliminated. All windows are the Underwriters' Standard, glazed with wire glass in metal

frames, and all doors are built strictly to the Underwriters' specifications. Both in efficient operation and accessibility of parts all of the equipment is worthy of the highest commendation.

The entire machinery equipment for this modern plant was supplied by the Webster Manufacturing Company of Tiffin, Ohio.



NEW GRAIN ELEVATOR OF THE EVANS MILLING COMPANY, INDIANAPOLIS, IND.  
Designed and constructed by the Macdonald Engineering Company, Chicago.

all grain in the storage may be elevated and transferred to the adjacent mill buildings, as required for manufacturing purposes.

On the working floor is located one extra large size Howe Double Receiving Elevator Separator with a maximum capacity of 3,000 bushels per hour. The square bins located above the working space



## Why Not a Hundred-Weight Grain Unit?

Origin of the Bushel—Measuring Systems of Various Countries—Volume of Little Importance to Anyone but the Farmer—Weight Unit Would Eliminate Many Calculations

By G. D. CRAIN, Jr.

The complications resulting from the baseless and arbitrary units of coinage, weight and measure which originated in the British Isles have been the despair of the business men of other nations, and the highly vulnerable point of attack of logicians of all races from time immemorial. In England this fact has hardly created a ripple in the traditional complacent belief that nothing English can possibly be improved upon. In the United States, however, which inherited most of these things from the mother country, the prospects for change are more promising, and may in time reach such commodities as corn, wheat and oats, and others now handled under the ancient bushel unit.

For instance, the English coinage system was never adopted in this country, the utter lack of intelligence of the pounds-shillings-pence units being realized at the outset. The entire absence of reason in a system where two farthings made a penny, twelve pence a shilling and twenty shillings a pound, with various equally arbitrary subdivisions, immediately impressed those in authority in the early days of this country, and resulted in the system which has prevailed since then, based upon units of ten and a hundred, similar to the systems now in use in nearly every country in the world. The only important exception is England, which with characteristic obstinacy sticks firmly to her pounds, shillings and pence, as well as to the various other absurd units of measurement of weight, quantity and distance.

It is entirely probable that if the metric system had been devised a hundred years ago it would have been bodily adopted and placed in force in the United States at the same time as the new coinage system. Unfortunately, however, it was a development of a later period, and the country has grown up under the old scheme of measurement, making the change, which will undoubtedly come ultimately, just that much more difficult.

The fact that the metric system is more nearly universally used than any other system indicates its ultimate victory over others less scientific. It is familiar, if not exclusive, in all of continental Europe; and while hardly as yet a commercial factor in the United States, it is taught in all of the schools and is the invariable medium in which scientists express themselves in dealing with weights and quantities.

All this is merely by way of introduction to the assertion that, of all of the old English units, the bushel is the most arbitrary when it becomes necessary to work it out in terms of weight, which is nowadays always necessary in dealing with grain of all sorts. Confined to its original function as a measure of volume purely, it is less objectionable, although, of course, always open to attack on the ground that it has no logical basis; but, as illustrated in the childish catch question about the relative weights of a pound of feathers and a pound of lead, volume has no relation whatever to weight when different commodities are being considered. Consequently when it becomes necessary to consider a shipment of corn, from any standpoint, the fact that it consists of so many bushels conveys no information of value.

The statement of the number of bushels does not reveal its condition as to the percentage of moisture; that has to be worked out by comparing weight to standard volume, which could, of course, be done quite as well with any other unit as with the bushel, with its arbitrary weight, so far as the different grains are concerned. And, most important of all, when freight rates are to be figured, the commodity must invariably be reduced to terms of one hundred pounds in order to find out the cost of shipment.

Every time it becomes necessary to figure the price of grain on a given market, with reference to another market, the freight rate between the two points must necessarily be figured, as the cost of transportation is a constant item of the cost of the grain. This, then, involves several calculations. It necessitates first the reduction of the bushel to terms of one hundred pounds, in order that the freight rate may be ascertained and applied. Then there must be a mental trip back again to the bushel, with the proper proportion of the freight rate per 100 pounds to whatever fraction of that quantity a bushel of that particular grain may constitute, for the purpose of adding this fraction of the basic freight rate to the value of the grain at that point, in order to ascertain the price at the distant point.

Of course, in practice the process is not as complicated as it sounds, for the reason that grain men provide themselves with tables upon which generally used freight rates have been worked out in terms of the bushel for the various grains handled. This very necessity, however, argues eloquently for the substitution of the simpler system in place of the complicated one. The continued use of the outworn and useless bushel in general traffic, where there is not the slightest warrant for it, is really quite without excuse, save that which lies in the supposed difficulty which would attend any attempted change.

A prominent grain man in one of the leading markets pointed out these things recently in a conversation with a friend. His remarks were not intended for publication, however, and therefore were probably a good deal more emphatic than they would otherwise have been.

"The American people could hardly be called conservative in any sense of the word as it is generally understood," he said, "and there is no reason why grain dealers should prove exceptions to the rule that Americans are rather more eager than most people to drop a needlessly cumbersome way of doing a thing in favor of one more simple and easy; but we have stood for this bushel thing so long after it has ceased to serve any useful purpose, that it would be a brave man who would predict an immediate change, no matter how much its merits recommended it.

"Just look at the matter for a moment. We have 56 pounds as the standard weight of corn to the bushel. Wheat is fixed at 60 pounds; oats is only 22, and barley malt is about 34—all different, and all, except wheat, in odd numbers, which can be remembered only by the unaided operation of the faculty of memory itself—not by the use of any kind of reasoning power or logic. And this is all because we have had the bushel since the world began, and must therefore continue to have it, although weight is the chief factor in the modern handling of grain, and although we must pay our freight by the hundred pounds."

The farmer is really the only one interested in the handling of grain, from start to finish, who has not a greater interest in its weight than in its volume; that is, who regards rather the number of bushels in his crop, the bushel capacity of a crib or wagon, the bushel yield to the acre, than the quantity in pounds. Of course, by reason of the simple fact that no other standard unit has ever been seriously considered in the trade, the bushel is necessarily the accepted and universal unit in this country upon which are based not only estimates and reports of crop yields, but market quotations in all markets.

This, however, is not by any means immutable nor would common consent to a change even be necessary. The only consideration to be taken into account should be that of whether the use of a

hundred-pound unit for all grains would be more practical and more convenient than sticking to the bushel. If it apparently and from every reasonable standpoint would fulfill these requirements, it would seem that any minor difficulty in the simple act of putting the change into effect should not be permitted to stand in the way.

The coal trade is one business where the change has been accomplished from the bushel basis to that of weight alone. Time was when, in some sections, at least, the domestic consumer as well as others always ordered and referred to coal in terms of the bushel. Common sense has worked a change, however, to such an extent that there are now very few sections where the bushel remains as the unit of measurement, and even in these localities the men in the trade are not among those who stick to the old terminology. The reasons for the change were identical with those advanced above relative to a similar change in the handling of grain. Coal is shipped by weight and, in fairness both to purchaser and dealer, is sold by weight; and why the bushel was ever used to indicate the quantity of coal desired is a mystery. Nowadays it is the ton of 2,000 pounds which is everywhere used to indicate quantity for all purposes, from the order of the small domestic consumer to the official figures showing the production of the entire country.

The same is true of the hay trade, to get closer home. Weight is the basis of computation for all purposes, for the fixing of the price as well as for the payment of freight. Of course, it is true that hay is hardly capable of measurement by the bushel; but as grain is never actually measured, the convenience which attends the handling and pricing of hay on the basis of the tonweight is a powerful argument in favor of the application of the same system to the various grains.

The failure of the metric system to achieve general favor among the business interests in this country should not be taken as any indication of a similar failure for the plan suggested. It is doubtless true that the objections made by the opponents of the new system, that it would involve changes in a thousand different directions too complicated and expensive to be permitted, were correct. This was because the general adoption of the metric system would have meant that all of the scales in use in the country, for example, would practically be converted into junk, as far as their continued use was concerned. All instruments and equipment for weighing and measuring commodities of every description would have been rendered useless, because the new units would have been entirely different. The general effect would have been very like a complete revolution in these very important departments of the business world.

But, while it should by no means be conceded that the change would not have proved itself well worth while, that involved in the adoption of the hundred-weight instead of the bushel in the grain trade is neither of the same magnitude nor of the same description. The latter would mean only the extension in the grain trade for all purposes of a unit already in daily use, and the making of that unit practically exclusive, where now it is used only in the computation of freight rates.

And, as a matter of fact, not even the entire elimination of the bushel is necessary. That could be a gradual matter. No legislative enactment would be called for, to lay down a legal rule in the handling of grain. If such a market as Chicago, for instance, should begin quoting prices on hundred-weights as well as in bushels, it would not be long before it would be entirely practicable to drop the bushel quotations, and the thing would be accomplished. Bushel measures would still exist; farmers could still deal in terms of the bushel in expressing the yield of their land; but the hundredweight would be the only unit dealt with in the markets of the country in the quotation of prices as well as in the figuring of rates.

Two tons of seed corn were purchased and supplied directly to the farmers in Oregon, Washington and Idaho, by the Southern Pacific Railway.



A series of experiments were conducted by physicists of the U. S. Department of Agriculture in 1907 to develop an efficient method of electrically measuring the moisture content of corn and several curves were obtained, showing graphically the percentages of moisture corresponding to different



## The Romance of Grain

### A History of Grain and the Grain Trade of the World from Remote Ages

By JOHN MCGOVERN

Author of "The Fireside University," "Hospitality," "Paints and Pigments," "Trees," "An Empire of Information," Etc.

EGYPT—[CONTINUED].

Egypt was a land of plentiful labor, but food was also so plentiful that all could eat. At times, the hind in eating would "burst his girdle," as a Khirgis will today in Turkestan. It was only when the sea-caravans came into operation, and Greece and Rome took Egyptian Wheat to Europe, that the men of the Nile were reduced to the penury of common folk in other ancient lands.

TOO MUCH WHEAT AND YET HARD TIMES.

But all was not happiness on the Nile after Pharaoh had built too big a pyramid. We have, in the Records of the Past, the following lamentation of the unlucky laborers: "Shall we never rest from this carrying of Wheat and White Spelt? The granaries are already so full that the Wheat comes out at the top, and the ships are so heavily laden with Wheat that they are ready to burst, and yet we are urged to toil faster." The Egyptian taskmaster used the goad and the lash most "urgently." It is in the pictures.

NORTH AND SOUTH.

Early civilized man was so accustomed to the Nile, that "south" meant upstream, and "north" meant "sailing with the current." Therefore when the Pharaohs went into Asia and reached Chaldea, they found rivers that their historians must describe as flowing backward, for on the Euphrates Tigris, upstream was north, and downstream southward. This was one of the earliest *contresens* of the ancient trading world, and caused many misunderstandings and disputes.

JOSEPH'S WHEAT-CORNER.

Long before Jacob sent his sons to Egypt, merchants had been permitted to visit Memphis from Carkemish, Troy, and Sidon. They brought bronze and cloth, and took back Wheat, and perhaps Rice. Both transactions, going and coming, figured as gifts, but the balance had been invented, and silver "current with the merchants" enabled those adventurers to divide the value of the standard ox or bull. There were caravans of asses passing under guard between countries; but this was thousands of years after the institution of the scenes depicted on the tombs.

Through the trustworthiness of the Bible the world kept an account of the largest grain transaction on record. It happened about 3,700 years ago (Genesis 47:13), and shows how legally Pharaoh came to own everything in Egypt.

There was no bread in Egypt or in Canaan "and Joseph gathered all the money." And when the money was gone, the people paid in cattle, and Joseph fed the people a year. The second year every man sold his field to Joseph for grain, and the people were massed in cities, where they could be fed. Then Joseph bought their bodies, taking a fifth part of their products as the permanent tribute to Pharaoh, his master. Joseph is called Zaph-en-to in the account, or Lord of the World. "To" stood either for "Egypt" or "the world." His treatment of the people was humane if we consider the Chaldean pictures of the time—where the river is choked with the headless bodies of victims. Joseph's Wheat-corner, "brilliant" as it was, really testifies to the advance that Egypt had made above all other lands.

The story of Joseph occupies the last fourteen chapters of Genesis, and, considering the great space given to it, but not undervaluing its dramatic hold on the mind, its author must have rated as the greatest story-teller of the ancient world.

The superior condition of the Egyptian over the alien is noted at the feast, where Joseph must not sit with his own brethren, and in the sending of a wagon back to Judea for the aged father. The shepherds, therefore, had no wheeled vehicles. The coming of silver and the passing of cattle as money,

ended the safety of man in the purely pastoral state. He had money, *per se*, no longer. The farmer raising wheat was better off.

PROBITY.

The need of debt-paying, from self-interested motives, came naturally upon the race with the practices of religion. If the temple, with its treasury, furnished seed and food through famine, it was only replenishing the same treasury when the debt was paid, and provision against the future again secured. Joseph's wheat-corner would differ in its true effects from the operations of the modern manipulator. In antiquity paying a debt was a pleasure, and to-day the Berber of North Africa will make a long and expensive journey to settle with his creditor.

VIII

#### THE CARAVANS

ONE OF MAN'S GREATEST ACHIEVEMENTS.

The Caravan, in its many organized forms, has been of such huge importance in the history of the grain trade that it merits a chapter by itself. It

provisions and animals report to him. Each of these inferior officers has contracted for the care and risk of a certain number of men, elephants, dromedaries, camels, horses, asses, yaks, as the case may be. The Paymaster or Treasurer of the Caravan has under him many clerks and interpreters, appointed to keep accurate journals of what ever happens, and the superior officers sign these accounts before they are delivered to the merchants.

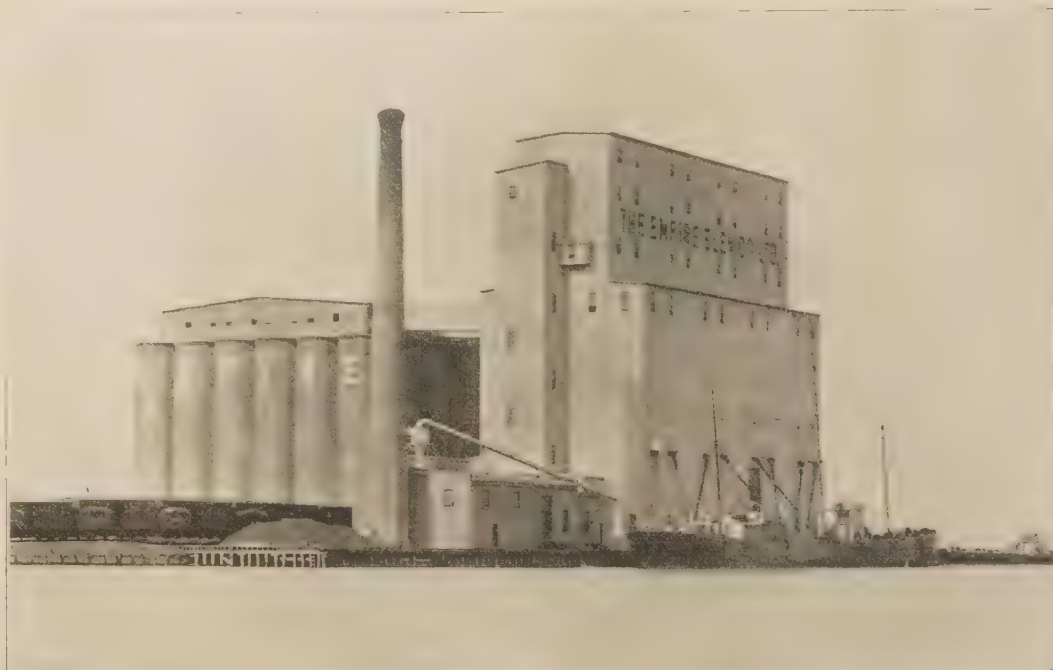
There go with the large Caravan three Mathematicians, readers of the stars, and trained meteorologists. On their wisdom the Bashaw must principally rely. These wise men survey and assign the stopping places. (Americus was such a Mathematician.)

[TO BE CONTINUED.]

#### THE EMPIRE ELEVATOR

The Empire Elevator, shown in the illustration, is located on the Canadian Pacific Railway at Fort William, Ont. It was built in 1904 and is said to be the first terminal elevator in western Canada, built by other than railroad capital. The view of the elevator gives an excellent idea of its commanding appearance and its situation with regard to transportation facilities.

The working house is constructed of wood, covered with galvanized iron, and stands on a concrete dock. The storage tanks are made of tile and have



THE EMPIRE ELEVATOR AT FORT WILLIAM, ONT.

cannot be accredited to any one nation or era. It is but lately that it has lost its primary importance, and there are parts of the earth where it will probably continue to be seen for an indefinite time.

We are enabled to look upon it in its fullest development, as it was described over a century ago by the learned oriental scholars of the Universal History, a set of sixty-two volumes edited at London. The substance of this account follows:

In order to form a Caravan, it is necessary to have the authority of a sovereign prince, approved by two friendly kings of the neighboring regions. The charter must specify a great many details. The merchants to whom the Caravan belongs are permitted to elect its officers.

There are commonly four principal officers—the Caravan Bashaw, or commandant of the Caravan, the Captain of the March, the Captain of Stay, or rest, and the Captain of the Distribution. The first has absolute command over all the others. In him lies the power of life and death and the determination of all general chances to be taken as to storms, water and food. Agreeable to the will of the Commandant, the Captain of the March is absolute while the Caravan is on the way; the Captain of Stay rules the camps; the Captain of Distribution takes charge in case of attack; and the officers of

a total capacity of 1,750,000 bushels. The entire plant handles grain rapidly and is equipped to give excellent service to country shippers and exporters.

The elevator is owned by the Empire Elevator Company, Ltd., of Winnipeg. This firm also leases and operates the Thunder Bay Elevator, situated on the Canadian Northern Railway at Port Arthur, which is similar in size and equipment to the Empire Elevator. It is thoroughly up-to-date in every respect and has equal if not better facilities for rapid handling. Both plants were designed and built by the Barnett-McQueen Company, Ltd., of Fort William.

As an evidence of the high standing of the Empire Elevator, it may be mentioned that its elevator superintendent, J. P. Jones, has recently been appointed a member of the Board of Grain Commissioners of Canada.

The trans-continental railroads announce that all exhibits for the Panama-Pacific Exposition at San Francisco in 1915, will be carried at one-half the regular freight rates.

Philadelphia reports a big increase in grain exports since the opening of navigation, although a longshoremen's strike partially tied up shipments from that port for a while.



## Erie Elevator at Buffalo Destroyed by Fire

One of the Most Spectacular Blazes in Recent Years—Big Building Full of Stored Grain—Intense Heat Handicaps Firemen—No Serious Injuries—New Concrete Elevator May Be Erected on Same Site

One of the most destructive grain elevator fires in recent years was the burning of the Erie Elevator at Buffalo, N. Y., during the past month. The fire started at about 2 o'clock in the afternoon on May 15 and at daybreak on the following morning all that was left of the big structure was a great heap of smoldering ruins. The elevator was of wooden construction and measured 300 feet long by 125 feet wide and 200 feet high. It had a capacity of 600,000 bushels and at the time of the fire was filled to the roof with grain. It was owned by the Erie Railroad and leased to the Buffalo Grain Company.

The Erie Elevator was built thirty years ago on the site of another elevator which was destroyed by a disastrous conflagration in which nine workmen were killed. The burning of the present elevator leaves only one of the old-time wooden elevators along the docks at Buffalo.

The fire was discovered by a dockworker, who noticed a small flame in the upper part of the elevator. He sounded an alarm immediately, but by the time he returned to the place it was a roaring furnace.

Shortly after 2 o'clock the entire upper part of the structure collapsed and the lives of several firemen were endangered, but all managed to run to safety. Immediately after the fire chief arrived at the scene he sounded a second and third alarm, bringing out nearly three-fourths of the department, the two water towers and three fire tugs. The tugs *Porter* and *Grattan* took up a position alongside the burning elevator in the Ohio Basin and within a few minutes a dozen streams were playing on the north end of the big building.

The flames communicated to a string of freight cars on a siding near the elevator and within a few

minutes eight of them had been destroyed. Sixteen loaded freight cars on the floor of the elevator were destroyed. Ten empty freight cars, outside of the elevator were also destroyed by the flames. The big building was flanked by two strings of empty freight cars, and no attempt was made by the railroad to move them out. The ten cars adjoining the building were destroyed.

Several grain boats lying alongside the elevator were also in danger. Their superstructures were blistered by the heat and their sides were smoking when they were released and towed up the creek.

When thick sheets of iron began to drop in the streets several firemen had narrow escapes. Fireman Roy J. Thompson failed to dodge one of these sheets and his left leg was badly cut and burned. This was the only injury reported.

Capt. Britton and the crew of the fireboat *Potter* were forced to flee for their lives when the tower dropped into the creek. The wall partly covered the boat and several lines of hose, released by the wreckage, knocked down half a dozen firemen.

The steamer *Underwood* had a fire of its own to fight when the rigging caught fire. It was extinguished by the crew.

When the fire had been burning for a half hour blazing streams of grain were pouring out of the bins and the heat was terrific. It was almost impossible to get within 200 feet of the elevator and the firemen were seriously handicapped.

The loss was estimated at a little more than \$1,000,000, said to be fully covered by insurance. Officials of the Erie Railroad arrived in Buffalo shortly after the fire and inspected the ruins and held a conference.

A concrete elevator is being planned by the com-

pany to replace the old wooden structure. It probably will be erected on the site of the destroyed storehouse, but this is not positive, as the company owns property on the other side of the river, exactly opposite the old elevator. This property may be used as the site of the new building.

When asked for a statement regarding the date upon which the work of reconstruction would start, Herbert Thompson, assistant general freight agent of the Erie Railroad, said:

"Not a second's time will be squandered in getting the work started. The financial loss to the Erie is not nearly as great a loss as the storehouse space—in a word, convenience. We shall not be hit so hard now as in the late fall, when the grain rush from the upper lakes begins. The congestion then will force us to handle part of our grain through the Electric, Export & Mutual Elevators. Without any doubt the new elevator will be of concrete, and equipped with every modern appliance.

### PRACTICAL GRAIN TESTS IN MINNESOTA

A series of scientific investigations and tests has been decided upon by the Minnesota State Board of Grain Appeals to determine what per cent of moisture grain may carry and still be safe for storing. This is a decidedly important move, and is expected to settle, to a great extent at least, many controversies between grain buyers and sellers.

The work will be under the supervision of the Railroad and Warehouse Commission, and the cost will be borne by the state. A member of the faculty of the University Farm will assist in the selection of the necessary apparatus for the tests. It is estimated that the total expenditure for equipment will not exceed \$1,500, and the only additional cost will be the salaries of the men who will conduct the experiments.

Arrangements have been made to make the preliminary tests in a Duluth elevator, and it is probable that similar tests will afterwards be made in several other elevators both in Duluth and Minneapolis. An electrical thermometer has been installed in the Duluth elevator for the purpose of registering



Courtesy of the "Buffalo Express."

GENERAL VIEW OF THE ERIE ELEVATOR, BUFFALO, AT THE HEIGHT OF THE FIRE



temperatures in various parts of a given bin, and an electrical moisture tester will probably be included in the equipment. The complete report of the tests when made public should prove of great benefit to grain men all over the country, as it will largely determine once and for all time the classification of no grade grain, and show how often the grain must be turned over in a given length of time.

It is the intention of the Commission to preserve the data of the tests in such shape that they will be readily available for the use of those engaged in the grain business besides giving the results for publication.

#### RELATION OF SIZE OF OATS TO YIELD

An experiment was started in 1904 by the Ohio Agricultural Experiment Station to determine the relation of the size of oats to the yield, whether the larger grains were most valuable for seed or vice versa. In this test a quantity of a standard variety of oats was repeatedly run through a fanning mill until three distinct grades had been secured. These grades were large, small and light.

In the cleaning process the oats were delivered into an upward wind blast and thereby separated into two classes—the light and the heavy. The latter class was passed over a sieve which separated it into large and small.

Each grade was planted in duplicate on plots one-twentieth of an acre in area. In one plot the oats were planted in a uniform manner and in the duplicate plot a varied rate was employed, although it was aimed to place the same number of grains in each plot. The test was continued for five years and each year the various grades of seed were prepared from a new stock.

In the first table is collected the data for this five-year test, covering the seed used, the crops harvested each year and the five year average yield of grain and weight per bushel.

TABLE IX. The relation of size of kernel to yield

Grade	Uniform seeding				Varied seeding			
	Bushels per acre	Weight per bu.	Acre	Bushel grain	Bushels per acre	Weight per bu.	Acre	Bushel grain
Large.....	61.25	35.50	2,310	37.7	61.25	35.50	2,310	37.7
Small.....	55.94	35.00	2,130	34.1	55.94	35.00	2,130	34.1
Light.....	57.91	41.00	2,350	46.5	57.91	41.00	2,270	41.0
1905								
Large.....	57.04	27.18	3,034	52.6	57.04	27.18	3,034	52.6
Small.....	57.91	27.50	3,120	51.0	54.33	26.25	3,355	81.5
Light.....	59.84	26.50	3,400	56.9	53.71	26.75	3,226	60.1
1906								
Large.....	70.65	28.08	3,399	48.1	70.65	29.08	3,399	48.1
Small.....	69.55	30.50	3,357	50.6	63.70	27.87	3,182	48.6
Light.....	67.19	30.00	3,570	53.1	63.04	27.25	3,062	47.0
1907								
Large.....	42.38	29.50	2,358	55.6	42.38	29.50	2,358	55.6
Small.....	39.13	29.75	2,697	58.9	39.50	30.75	2,697	57.5
Light.....	38.13	28.00	2,749	71.9	38.03	28.75	2,662	69.7
1908								
Large.....	62.50	24.47	2,700	43.2	62.50	24.47	2,700	43.2
Small.....	53.75	23.50	2,670	48.7	56.95	27.50	2,817	49.5
Light.....	55.55	27.75	2,872	51.7	54.67	28.75	2,672	45.5
Five year average								
Large.....	55.50	29.15	3,550	54.86	54.86	2,760	2,760	
Small.....	55.70	30.15	3,375	54.51	54.51	2,901	2,920	2,910
Light.....	55.70	29.15	3,550	54.72	54.72	2,993	2,756	2,949

From the table may be noted that with the exception of the uniform seeding in 1905, the yield of the large grade exceeded that of the other two classes in both rates of seeding every year. Also, upon the basis of the combined rates of seeding in the five-year average, the large grade exceeded the small grade by 4.28 bushels, and the light grade by 4.17 bushels. The difference between the three regarding weight per bushel of crop harvested was practically negligible.

The recently completed eighty-tank addition to the Canadian Northern elevator at Port Arthur gives that elevator a total capacity of over 9,000,000 bushels.

The construction of a 10,000,000-bushel grain elevator in the near future at Prince Rupert, B. C., is announced by J. E. Dalrymple, third vice-president of the Grand Trunk Pacific Railway.

## OUR VISITORS

### H. W. GLADHILL

Whenever two hundred and fifty pounds, or thereabouts, of masculine avoirdupois is projected into our office with the quietness of several dozen Gatling guns and the calm collectedness of a hundred Boy Scouts off on a holiday, it is pretty safe to assume without even looking up from the desk that one Harvey W. Gladhill has arrived.

As soon as the rumbling vibrations in the building die away, and there is a chance to properly greet him, wonderment at his great proportions always would put an effectual stop to the conversation if Mr. Gladhill were not the Grand Exalted Chief of the Noble and Honorable Order of the Glad Hand, carrying his insignia of office with him everywhere.

His name has no relation to his general "glad hand" attitude toward the world. The latter is



"HIS GLAD HAND ATTITUDE"

merely the outcropping of a genial, sunny nature that causes him to marshal the little Joy germs and keep them in his vest pocket so that he can help dispel the Glooms belonging to other people.

The gigantic proportions of Mr. Gladhill have afforded him but the more room to contain his bubbling good nature.

Size is merely incidental in his opinion. None the less he likes his own "immensity." He enjoys being billed as the biggest man at the many conventions where he holds forth as the representative of the Wolf Company, Chambersburg, Pa. The fact that he has to fold up like a jack knife in the average hotel bed does not affect him in the least. Nor does the crumpling of supposedly good furniture under his weight disturb for an instant his all pervading good nature.

Bigness in Mr. Gladhill, however, is not represented solely by "beef." His friends swear that his mind is as big as his body, which is surely an awe-inspiring claim. The fact remains, however, that he has an agile and intelligent mind trained to think quickly and efficiently. His experience in millwrighting makes him invaluable along the lines of milling and elevator equipment and his "glad hand" propensities, while thoroughly natural to him, help to keep the ball rolling.

### FRED MAYER

Everyone who knows Fred. Mayer of J. F. Zahn & Co., Toledo, Ohio, is aware that he is a golf player. How the news became so widely disseminated is hard to guess but at any rate the secret is out.

Somebody tried to spring that golfing joke on us the other day about Fred. Mayer being a Grand Army veteran because in the last tournament "he went out in '61 and came back in '65." It is impossible to believe this is not a slander, however, because whatever Fred. Mayer makes up his mind to do, he is going to do well.

Many persons have wondered why grain men should ever become attached to golf, but in view of the fact that the game requires a vocabulary of particularly undesirable expletives which grain men



"EVERYONE KNOWS HE IS A GOLFER"

are supposed to be well acquainted with, there is little cause for wonder.

At all events Fred. Mayer became a golfing enthusiast and he threw into it just as much energy as he was accustomed to exhibit in the days when he was president of the Ohio Grain Dealers' Association, president of the Toledo Produce Exchange or an officer of the Grain Dealers' National Association.

Golf keeps a man young, they say, but Fred. Mayer does not need this tonic for he is a type of individual who have seemingly found the Fountain of Perpetual Youth. Anyone who has enjoyed his hospitality while passing through Toledo will bear witness to the youthful qualities which help to make him such a royal good fellow. This good fellowship, moreover has been radiated in other terminal markets, as well as Toledo.

He has more than demonstrated his ability in the business world. He has made friends by the score and kept them. He has delivered speeches at conventions, proved his worth as a singer, and held positions of public trust. Now we may look for him to keep up his reputation in the golfing world as well. Since a great many of his friends have never seen him play the game we are glad to be able to present him in a characteristic pose.



## Illinois Grain Dealers Meet in Chicago

Twentieth Annual Convention a Success in Every Way—Re-Affiliate with National Association—Pass Many Resolutions—Advanced Commission Charges at Buffalo Are Condemned—All Officers Re-elected

When President Lee G. Metcalf of the Illinois Grain Dealers' Association called the first session of the twentieth annual convention to order on Wednesday morning, June 3, nearly all the old familiar faces were present as well as a number of new ones. Nevertheless the Red Room at the Hotel La Salle, Chicago, where the sessions were held, would probably have been even better filled were it not for the fact that a number of country grain dealers were so busy at their elevators that they found it impossible to attend. For this reason the 1913 convention will not go down in history as a record breaker in point of attendance, but from all other angles it was a huge success. The members present took part in the program with great enthusiasm and there were scarcely any dull moments in the proceedings.

Immediately after the first and last verses of "America" had been sung by the assembled delegates, an invocation was delivered by Rev. Olin M. Caward of the Normal Park Presbyterian Church. Then followed a song, "Illinois," by Mrs. L. E. Yager of Oak Park, which was beautifully rendered.

Edward Andrew, president of the Chicago Board of Trade, welcomed the convention in the following words:

Personally and for the association it is my honor to represent, I take sincere pleasure in meeting you this morning and welcoming you as guests of the Board of Trade of Chicago. We are glad that you have come to Chicago this year as it affords us an opportunity to entertain you and to show by actions how highly we appreciate your association.

Our interests are very closely identified in all matters pertaining to shipment and marketing of grain, and I consider the subjects about which I am going to speak of most vital importance to the grain trade of this state—I refer first to railroad transportation.

GRAIN TONNAGE DESERVES CONSIDERATION.

Sometimes I think that the railroad companies in Illinois do not fully appreciate the grain tonnage as a revenue producer and for that reason have not given the farmer and grain dealer the consideration that they deserve.

Illinois is one of the largest grain producing states in the Union. The most reliable figures obtainable indicate that the railroads carry more than 200,000,000 bushels of this grain annually, on which it is estimated their transportation earnings amount to about \$20,000,000. I am informed that the grain traffic east of the Mississippi River, including shipments from Chicago, yields to the railroad companies the vast sum of \$40,000,000 annually.

What does the grain shipper from country stations in Illinois get for his contribution to this vast sum? The President of the United States has wisely advocated publicity in the affairs of our national government, and in all fairness to the railroad companies I believe that we should make known the disadvantages under which grain shippers are working.

RAILROAD EQUIPMENT.

We will first consider "equipment." I have always maintained that the railroad companies should furnish cars suitable for the transportation of property. The roads that are progressive have provided refrigerator cars for meats, fruits and vegetables and other perishable commodities and icing stations at which to properly take care of them; cattle cars with facilities for feeding and watering the stock; furniture cars for furniture; gondola cars for coal; but when the country grain shipper asks for cars he is given any kind of an old box car which takes from fifteen minutes to one hour to patch up and to put into reasonably fair condition for loading. It is true the carriers furnish temporary grain doors to be put in at the expense of the shipper,

but why should the shipper, who is paying full tariff rate for transportation from country stations, be compelled to furnish his time and labor and sometimes extra material, without remuneration.

It is my belief that the carriers should furnish a car suitable in all respects for the safe transportation of grain—not only a car with tight doors, but one that is first-class in other respects so that the bulk grain may be transported without loss.

Next, take the record of movement of a car after it is loaded. It may be transported at the rate of 50 miles a day or five miles a day, or be side-tracked for days or weeks at a time which entails a loss to the



PRESIDENT LEE G. METCALF  
Re-elected for Third Consecutive Term.

shipper of many hundreds of thousands of dollars annually in interest, deterioration in quality and decline in prices. In particular instances where material losses can be proven the carriers will pay, but almost invariably the \$1 and \$2 losses are not allowed and as these are by far the largest percentage of claims you can readily understand what these delays while in transit are costing the grain shippers each year.

I now come to what I consider the most serious handicap with which the grain trade has to contend—that is, the inability of the carriers to supply the shipper with enough cars to take care of his business promptly. I can cite many instances which have occurred during this crop year where big shipping points have been furnished one to two cars weekly, when their requirements were from five to ten cars daily during the period in which farmers' deliveries were most liberal. Some of the most careful and successful grain dealers in this state were unable to avoid losses ranging from \$2,000 to \$5,000 during the last half of 1912, and I know from reports that have come to me that unless this condition is changed in the near future it will force prudent men to retire from the grain business on roads on which this condition is most aggravated.

Complaints made to the railroads on this subject bring the reply that "they are doing the best they can," that "the cars are away from home," and various other reasons are given why they can not sell transportation service when you need it and when it would be of most value to you.

PROPOSED INCREASED FREIGHT RATES.

The railroad companies have asked for an advance in freight rates. The companies doing business in Illinois filed a new schedule some months ago, which is expected to come up for hearing before the Interstate Commerce Commission in July. The grain trade of this state is asked to pay higher rates on grain. The plea made by the carriers is, that increased revenue is required so that the money may be used to increase the supply of cars, engines, tracks and other transportation facilities. Personally, I believe that the business of our country has increased faster than the railroads have provided facilities to take care of it and we are now facing a condition that requires the best judgment of all parties interested. The railroads have too long been acting as both judge and jury. With all the growth and prosperity of our country they come to us now in a debilitated condition, which they acknowledge, and say "we must have an advance in rates in order to increase our facilities so that we can take care of you properly."

Grain is paying its fair share of the total cost of transportation as compared with other commodities. I believe it should not pay more unless it gets better service for the increased rates. It will not do to let the railroads determine how much if any of this money shall go back into the property and how much shall go for the payment of dividends; it should all be used for rehabilitating their properties and for no other purpose until the carriers are in position to give the public ample facilities to take care of all its business. I fully realize the enormous losses that some of the roads have suffered from flood and other disasters and individually I would favor the small advance in rates which they ask, provided the money be expended for the betterment of their properties.

I have been told that in the Argentine Republic the railroad companies have been compelled to provide equipment sufficient to take care of all business without delay during their most active operation, and that their storage tracks are filled with "empties" during certain months of the year. If the Argentine can accomplish this for its people, cannot the United States?

The Interstate Commerce Commission is a branch of our national government that has made a careful study of many of our perplexing transportation troubles and if they shall decide that the carriers are entitled to additional revenue, would it not be reasonable to ask that the Commission in some manner provide that this additional revenue shall be separately accounted for and expended for additional cars, tracks, engines and other transportation necessities?

I have touched upon these broad questions of transportation because they are of vital interest to the grain trade and having in mind this thought, that the grain men of the country ought to unite in seeking to remedy the disadvantages under which they are working.

I believe it might be advisable by suitable resolution for your association to suggest consideration of these matters by the Grain Dealers' National Association and also by the Council of Grain Exchanges, who should cooperate toward finding an adequate remedy.

NATIONAL LEGISLATION.

I will impose upon your time and patience to say but a few words regarding the troubles which beset the Grain Exchanges. Certain bills have been introduced at Washington that are considered inimical to the best interests of the entire grain trade and should it become necessary, I hope that every one who is interested directly or indirectly in farm products will protest against their exchanges or markets being ruthlessly destroyed, or even hampered by ill-advised legislation.

I thank you for this opportunity of being heard, and in behalf of the Chicago Board of Trade I again bid you a hearty welcome and extend to you all a cordial invitation to visit us and enjoy the privileges of our exchange hall at any time during your stay in the city.

RESPONSE TO ADDRESS OF WELCOME.

The response to the address of welcome was made by Vice-President S. C. Taylor of Kankakee, who spoke as follows:

I feel somewhat embarrassed in appearing before you,



as I know it will be utterly impossible for me to do justice in my response to the excellent address we have just had the pleasure of hearing, so I will endeavor not to tire you with anything lengthy.

However, I wish to say, in behalf of the Illinois Grain Dealers Association, that we feel proud and highly honored by such a cordial welcome from the representative of the greatest grain market in the world, which has been built up to its present high standard by this corporation of hustling business men, known the world over as the Chicago Board of Trade.

In accepting your invitation to hold our twentieth annual meeting in this great city by the lake, we thought it would be to the best interest of all concerned to hold this meeting in Chicago—first, because of its ease of access for the country grain dealers; second, because all Illinois grain dealers come to Chicago more frequently than they go to any other terminal market; third, because there are a greater number of members of our association here than any other can claim; fourth, because of the cordiality with which the invitation was extended and we all know of the entertaining abilities of our Chicago friends—but right here permit me to say a word about entertainment.

Chicago is a big place and the amusements are many, and we are very apt to pay too much attention to that part and not enough attention to the business part of the meeting. Now, gentlemen, let us attend every meeting as there will be questions brought up at all of them that are of vital interest to the grain trade. We should be right here—"Johnnie on the spot," to hear the pros and cons of every question that may come up; then we will be in a position to act intelligently upon these questions. Then when the meetings are not in session, we can all have a good time.

#### LEGISLATION MAY BE RESPONSIBLE FOR CAR SHORTAGE.

Now, in regard to the car situation, and railroad service. These questions are too deep and far-reaching for me to enter into detail, so I will merely touch upon it as a question, whether or not the legislation that is being agitated and enacted throughout the country is not putting the railroads in such a position that they have to economize to such an extent that they do not feel able or care to purchase equipment. The railroads have been compelled to stand an enormous expense by the passage of liability laws, and by strikes. Every time there is a strike, the wages have to go higher whether by arbitration or not, while we, as shippers, object strenuously to an increase of freight rates.

As I said before, I merely bring up this point as a question of interest and I would be pleased to hear it discussed at some of our meetings.

In the name of our association, for your cordial welcome to us, I express our hearty appreciation, and now, in conclusion, for your patience and courtesy in hearing me, I thank you.

#### SECRETARY'S REPORT.

Upon motion by Mr. Shellabarger of Decatur, the reading of the minutes of the last meeting was dispensed with and the report of the secretary was called for. It was with considerable concern that the members heard that Secretary S. W. Strong had been suddenly taken quite ill on the eve of the convention and would be unable to be present at the first day's session. In his absence the secretary's report was read by Assistant Secretary Powell. The report was quite brief, covering merely a statistical and financial review of the year, as follows:

The twentieth annual financial report of your association finds abundant reasons for congratulations, in the increase of membership and also in the further extension of features which make for usefulness of the organization and of benefit to the members.

There are now six hundred and seventy-seven members enrolled, eighty-seven having been received during the past year, and twenty-four having been lost, three by death and twenty-one by selling out.

The financial condition is entirely satisfactory. It may be summed up as follows:

The balance June 1, 1912.....\$1,016.06

#### RECEIPTS.

From dues of members.....	\$5,262.00
From fees of new members.....	335.00
From advertising in directory.....	1,339.50
From commission on claims.....	1,077.60
From arbitration department.....	340.00
From scale department.....	25.00
<b>Total.....</b>	<b>8,379.10</b>

**Total.....\$9,395.16**

#### EXPENDITURES.

Office supplies.....	\$ 55.61
Officers' expense.....	825.13
Postage.....	510.30
Stenographer.....	434.00
Nineteenth annual convention.....	162.83
Office rent.....	180.00
Refund and expense arbitration.....	258.16
Telephone, telegraph and express.....	158.96
Assistant secretary.....	90.00
Printing.....	294.47
Salary of secretary.....	3,000.00

Expenses of secretary.....	734.06
Expenses of directory.....	714.45
Dues to National Association.....	259.00
Claims bureau.....	616.46
Scales department.....	62.61
<b>Total.....</b>	<b>\$,856.04</b>

Order No. 386 issued by error Aug. 28, 1912.....	14.00
<b>Balance in treasury.....</b>	<b>\$1,053.12</b>

Upon motion the secretary's report was received and ordered placed on file.

Treasurer H. I. Baldwin of Decatur read his annual report, which consisted of an itemized statement of all sums paid out upon order during the year. The same balance in treasury was reported as that shown in the secretary's report. This report was also received and ordered placed upon file.

In the absence of Chairman Ritscher of the Finance Committee, Assistant Secretary Powell read the report of that committee, which stated that the books had all been audited and everything found to be correct. The report, upon a motion, followed the same course as that of the secretary and treasurer.

E. M. Wayne of Delavan moved that all resolutions presented at the meeting be first read before



SECRETARY S. W. STRONG  
Urbana.

the body and then handed to the Resolutions Committee without debate, all resolutions to reach that committee not later than 6 p. m., Tuesday. The motion was carried with no one dissenting.

Sergeant-at-Arms Al. Smith was called upon by the president to speak upon the entertainment features arranged by the General Committee, and after he had outlined them in detail the meeting was adjourned until 1:30 p. m.

#### TUESDAY AFTERNOON SESSION

Vice-President Taylor took the chair at the opening of the afternoon session, and President Metcalf delivered his annual address, which was as follows:

It gives us great pleasure and is certainly very gratifying to note the splendid, interested attendance at this, the twentieth annual convention of the Illinois Grain Dealers' Association.

It is not unusual to see manifested a keen, enthusiastic, sudden interest in any movement that coincides with public opinion and popular approval, but to note a continued, growing, determined interest to perpetuate a certain general policy of public good by the co-operation of business men in a certain line, such as comprise our society, is quite a distinct feature and quite unique in character.

It indicates splendid decision in the most positive terms. The good of the whole people, in our opinion, is the loftiest motive of American citizenship, and any association of men, of any nature or character, that is insensible and blinded to this purpose is not in accord with the fundamental principles that win for it the patronage and respect of the people for which it was created to serve.

If this be true, and it is true, the strength and use-

fulness of our association must be found in its ability to establish and enforce right rules of conduct, which includes and completely embraces honesty, integrity and the power to assist in promoting and maintaining sound business methods.

#### WORK OF ASSOCIATION DEFINED.

For one-fifth of a century this association has moved forward in its work, meeting many problems; correcting numerous irregularities and combating many evils; making some mistakes, as we will probably always make some mistakes. In speaking of mistakes, let me remind you that it is a well-defined fact that honest mistakes are not usually as dangerous, expensive or disastrous as neglect of pronounced duty. Therefore, it follows that our prosperity and future growth, and in fact our very existence, depends upon our determination to establish and maintain standards of the highest moral integrity, as well as those of a material value.

We must be ever alert to changing business conditions; to the needs of the public in service; ever mindful to comprehend and perform our whole duty, thus obviating the necessity of others encroaching more and more upon our general domain. I sincerely trust that if there are those elements in the commercial world pertaining to the grain handling business that ought to be considered at this time they will receive intelligent, patient and careful attention, so that the solution will be reached by men whose experience and knowledge will qualify them to work out the problems.

It has always been the policy at these annual meetings not only to review the work of the preceding year, in order that we may be benefited by our experiences, but also to outline certain work for the ensuing year, and we think that subsequent events have clearly proven the wisdom of such a course. It has not however, been the intention that these policies be so rock-ribbed and firmly fixed as to deprive the members of their genius, ample room in application, or individual suggestion and improvement. The thought that comes to me at this point in my address is that the individuality of our membership must be retained if we desire or expect to progress, and yet that individuality must be always influenced by the rights of others and deference to the fundamental basic principles of co-operation.

#### THE IMPORTANT LINES OF WORK.

As a result of the deliberations of the last convention held at Peoria, this association went on record in favor of certain reforms and changes in business methods, and we feel it our official duty to report to you in this address what progress has been made along these lines. The more important ones, which were mandatory in character to your officers, follow:

1. Car shortage.
2. Schedules A and B.
3. Patronizing association departments by its members.
4. Securing new members.
5. Standardization of grain.
6. Certificates of physical condition of cars.
7. Amendment to national trade rules regarding termination of contracts.
8. Elimination of "Three or better" in bidding for grain.
9. Interest charges on grain sold f. o. b. or consigned.

You will observe, gentlemen, from the above that there was delegated to the officers of your association quite a number of questions that would naturally take considerable time and require much labor to accomplish. I desire to say here that we have been generously assisted in this work by not only the officers but the members of the association and great credit is due them for the hearty response and assistance rendered.

It is with regret that we have to report that during the periods when grain movement was large there was the usual shortage of grain cars, which occasioned great inconvenience and loss to shippers. As a cure for this evil it was purposed to have enacted a reciprocal demurrage law, and the proposition was taken up and being pushed with much vigor when the U. S. Supreme Court in the Minnesota decision made it very plain that legislation has been enacted by Congress governing the carriers' duty to furnish cars for interstate shipments, and that Federal laws alone must govern such commerce. In view of this decision, and the small per cent of Illinois grain moving in intrastate shipments to which a state reciprocal law would apply, it was thought best to abandon this plan. The Supreme Court indicated that under the provisions of the Hepburn act it was the duty of the carriers to furnish cars, and it logically and legally follows that a failure to perform a duty carries with it a responsibility for loss and damage.

We have been unable to have Schedules A and B, as promulgated by the Federated Associations, adopted in the various markets, but we believe that the agitation of this subject has been the means of obtaining more favorable consideration of the value of dry matter contained in corn and that wholesale and bulk discounts formerly taken by terminal markets has through this agitation, and the just and equitable demands of the shippers, been greatly modified and indeed in most places discontinued.



It is gratifying for us to report that the membership have shown a very marked increased interest in the various departments of the association. The business of these bureaus has been most satisfactory, but there are still a number of dealers, members of the society, who do not avail themselves of the splendid opportunity offered them to mutually benefit themselves and the association by according them due consideration and patronage. We are positive in the statement that the divisions of, Arbitration, Crop Reports, Scales and Claims have saved the members many thousands of dollars. They are no longer experimental but practical and meritorious, and should receive your



VICE-PRESIDENT S. C. TAYLOR  
Kankakee.

unqualified material support. The work of these sections will be discussed by the chairmen of the various committees in charge, and I bespeak for them your very careful attention.

#### STEADY GROWTH IN MEMBERSHIP.

The report of our secretary will indicate a very healthy growth for our society the past year, which is due to his individual efforts, and yet we feel that the membership have rendered valuable assistance in this line. It is material to our growth and perpetuity that our ranks be augmented as rapidly as possible, for in an increased membership we have an increased power, and increased power means increased prestige and amplified ability to accomplish greater things.

Your president and secretary, in obedience to the resolution regarding the standardization of grain, conveyed to the Bureau of Plant Industry of the Department of Agriculture your endorsement of establishing standard grades. During a recent visit to Washington we were informed by this department that work along this line was being pushed as rapidly as was consistent, but that experiments were necessarily slow and tedious and required considerable time to arrive at scientific and correct conclusions.

We believe that from information gained at that time that probably standard grades of corn will not be ready to submit before September 1, and that standard grades of wheat and oats will not be ready to submit for at least a year. We were advised that before these grades were finally made effective our association, together with other grain interests, would be called in a conference to discuss the entire matter and offer suggestions to the department. We desire to call your attention to the fact that as soon as these standards are made operative by the Government, interstate shipments will be made subservient to the Food and Drugs Act of the United States.

#### CERTIFICATES SHOWING PHYSICAL CONDITION OF CARS.

We have been able to get an enactment of a rule to furnish the shipper with a certificate of the physical condition of cars at Toledo, Detroit, Buffalo, Cincinnati and Terre Haute, and these with other markets that were already furnishing this information make a very complete list. Chicago, we regret to say, has not yet arranged to give the shipper this information. Your president and secretary, together with others interested, made an effort with this exchange to have this done in this market, but up to the present time we have not been able to do so. We are still at work on the proposition and have not entirely despaired of success.

Rule No. 7 of the National Trade Rules, in relation to the termination of contracts, was the occasion of many disputes and, as suggested, we succeeded in having this rule changed at the annual meeting of the Grain Dealers' National Association so as to read:

"When the seller finds that he will not be able to complete a contract within the agreed limit, it shall be

his duty so to advise the buyer by mail, telephone or telegraph; whereupon it shall be the duty of the buyer either to buy in or to cancel the deficit, or, with the consent of the shipper, to extend the contract to cover the said deficit.

"Upon failure to receive notice of shipment, after the expiration of the shipping limit as specified in the contract, the buyer shall either buy in or cancel the contract, or notify the seller by wire that unless he, the buyer, be in receipt of notice by wire, within 24 hours, advising that shipment will be completed within 48 hours, he, the buyer, will, at the expiration of the said 24 hours, either buy in or cancel the said contract and render a statement to the seller for all loss incurred."

In our judgment this is a forward step in equity and justice and has done much to minimize the disputes and misunderstandings made possible by the ambiguity and unfairness of the old rule.

#### ELIMINATION OF WORDS "OR BETTER."

This organization has repeatedly gone on record as opposed to the practice of bidding for corn by grade "or better," and have persistently sought its discontinuance.

Responsive to this request the Chicago Board of Trade, on November 20, 1911, eliminated the "or better" and bid for flat grades, a move to be most highly commended and one that we are sure resulted in large financial benefits to shippers.

By virtue of this resolution a committee was appointed to visit various exchanges and advocate this proposition. The committee visited Cincinnati, Buffalo, Toledo and Detroit. Each of these markets, with the exception of Buffalo, expressed their willingness to conform to the request if the rule could be made general. The members of the Corn Exchange of Buffalo insisted that their market was so peculiarly situated as to preclude the possibility of them bidding for flat grades. Your committee, however, were not fully convinced that such was the case and hold to the opinion that this practice results in profit on the "better" grades that justly and rightfully belong to the shipper. In view of the facts gathered in this investigation, it is the opinion of the committee that if this reform is ever accomplished the members should insist on selling their grain on flat grades only.

The resolution regarding interest charges was mandatory, and your president and secretary visited several exchanges and insisted upon it being respected, but we are compelled to say that so far as we are advised there have been no changes in any of the markets pertaining to this matter since our last convention.

In addition to the foregoing, a number of things inimical to the membership were encountered which were handled by your officers and committees, of which we note the following as the more important:

#### PROPOSED ADVANCE IN FREIGHT RATES.

The proposed advance in freight rates of one cent per hundred on Illinois grain, to which your attention was called in our last annual address, is still being agitated. The carriers have continued to press the matter throughout the year, but we have, with the assistance of other interests, succeeded in holding the matter in abeyance.

March 15 last was finally fixed as the date the advanced rates should become operative. At that time the members of this society had enormous stocks of grain on hand that had very largely accumulated through the inadequacy of the car supply. This amount of grain was approximately estimated at fifty million bushels and at the advanced rate contemplated would have cost the shippers approximately \$275,000. Our officers have never been convinced of the justice of this proposed advance, and for the carriers to attempt to make this vast amount of grain subject to an additional tax that was purely the result of their neglect or inability to furnish proper facilities for moving the same was considered rankly inexcusable. Petitions were promptly filed by our officers with both the State Railroad and Warehouse Commission and the Interstate Commerce Commission asking that the rates as proposed be suspended until a hearing of the question could be held, to determine whether the carriers were entitled to the advance asked, and to give the shippers an opportunity to market the grain held in their elevators and which was purchased in good faith under the old rate. Both commissions granted the prayer of the petitioners and the State Commission suspended the proposed rate to May 1, and subsequently continuing this suspension until July 1, awaiting the action of the Interstate Commerce Commission, who suspended the rates until July 8 next.

At a meeting held in St. Louis March 21 we joined with other interested parties and proper steps were taken to resist the advance before the Interstate Commerce Commission. At this meeting William R. Bach, the attorney for our association, was employed to take charge of the entire matter. All the interests contributed towards the expense, and we believe that with the splendid preparation being made we will be well prepared to resist the proposition vigorously and, we hope, successfully.

We again direct your attention to the discrimination on grain arriving at Chicago over the I. C., C. & A., C. & E. I., Santa Fe and Wabash railways, in the matter of switching charges, which was temporarily disposed of in October, 1912.

Your officers, upon the reappearance of this discrim-

ination, felt that it was so unreasonable that they petitioned the Interstate Commerce Commission in relation thereto. A hearing was granted by the commission, which was held in Chicago by Commissioner Myers on April 21 last. No decision has yet been rendered by the commission, but such a showing was made by the grain people that we feel assured of favorable results.

#### PROTEST AGAINST ADVANCED COMMISSIONS AT BUFFALO.

The Corn Exchange at Buffalo, N. Y., having given notice that on and after November 1, 1912, their commissions would be advanced for handling corn and oats, our Board of Directors, sitting in Chicago December 4 last, passed a unanimous resolution protesting against this unjust advance and directed our secretary to transmit to the secretary of the Buffalo Corn Exchange the attitude of our directorate, with a request that the rule be not enforced. The instructions of the Board of Directors were carried out by our secretary, but the Corn Exchange of Buffalo refused to rescind its action and these advanced commissions at Buffalo are being charged.

Without intruding too much upon your valuable time, we have briefly tried to give you an outline of what has been effected since our last convention. Our present program has been so arranged as to admit of the free discussion of all subjects, and we invite and insist that each individual member present express himself. Under the head of "New Business" will be found time for the submission of any new ideas you may desire to advance. In closing our address we take the opportunity to sincerely thank all officers, committees and members who have responded so liberally to the demands and promotion of the cause and to the requests of your president and secretary. We desire to also thank, for ourselves and the association, all the trade papers which have so liberally rendered assistance and championed our cause. In conclusion let us say that there is no longer any doubt as to our society being able to accomplish things of greater magnitude for the grain interests, and in fact all commercial and business interests, and with a loyal, conscientious, militant membership, such as ours, grow in capacity and usefulness.

#### CONSTANT VIGILANCE NECESSARY FOR PROTECTION.

There will never come a time in our history when it will not be necessary for us to safeguard and protect our interests by constant vigilance. Respecting the rights of others, insisting upon our own rights, rigorous in duty, condemning wrong, upholding truth, we must and will push forward and upward. Your industrious loyalty to the cause in the past is the best



TREASURER H. I. BALDWIN  
Decatur.

guarantee of your fearless and righteous conduct in the future. I candidly believe that the spirit of fairness, honesty and public-spiritedness found in our ranks is unexcelled by that found in any other kindred business organization in the country. And so in closing this address I feel it my duty to compliment you, gentlemen, upon the high, broad plane you have taken and appeal to every individual member not only to maintain this advanced position but to in every possible way make the Illinois Grain Dealers' Association broader, bigger and better, a united body of business men, actuated by the highest ideals of brotherhood and business integrity.

Upon a motion by W. L. Shellabarger, the president then appointed a Nominating Committee, composed of the following: J. K. Horton, Victor De-



wein, Bert A. Boyd, E. M. Wayne and W. L. Shellabarger.

## REPORT OF ARBITRATION COMMITTEE.

L. L. Harrison of Dwight read the report of the Arbitration Committee in the absence of its chairman, Henry A. Rumsey. This report was as follows:

There is more than one difference between arbitrating and going to law. Of course the principal difference, and the one which forms the basis for arbitration, is in the time, energy, money and mental disposition saved, but there is still another. The lawyer relishes the work of keeping people out of trouble and manages to keep well occupied preserving the peace, but the poor arbitrator has nothing to do unless the grain man has actually gotten into trouble and President Metcalf and Secretary Strong cannot pull him out.

Business has been poor the last year and your committee has but a scant report to make. The trouble committee is the one committee over whose idleness the association may rejoice and whose lack of action can bring down upon it no scathing criticism.

Your committee has been called upon to sit but twice and handle seven cases. The numbers of the cases are indicative of the "combination in restraint of trade" on the part of the said president and secretary—the first one No. 2936 and last No. 2973.

There must have been thirty-seven disputes at which the parties were willing to allow some one else to sit in judgment, and yet the Arbitration Committee was asked to handle but seven. May it not be said that the principle of arbitration has made arbitrators of nearly all our members? By that I mean, when we really reach the point of asking some one else to decide a point at issue, we must have first reached the point of willingness to talk the matter over with some disinterested party. At that moment we begin to see how the other party might look at our difference and immediately we become our own arbitration committee.

Of the cases actually presented, two were in regard to proprietary of discount; one, a question of grade at a point where no well-qualified public inspector was able to pass on the grain; two, disputes arising from unfilled contracts, and two cases in which the right of the seller to fill his sale with grain bought from other parties or shipped from other parties or shipped from other points was called into question by the buyer. The total amount involved in these cases was in the neighborhood of twelve hundred dollars.

At each session your committee feels keenly that it would like to perform the greater service to the association by making helpful suggestions of ways to avoid trouble. May we take this opportunity to say that while "Pigs is Pigs," also "Terms is Terms;" and, if we sell our stuff "Joliet Terms," we must abide by Joliet Terms, be they, or we, long or short.

Again, avoid the use of the pulmotor in case of an expiring contract. Prepare for the end and have it peaceful.

Thirdly and lastly, remember there are two parties to every contract. Both have rights, and disputes for revenue only are seldom profitable.

One case has been appealed and the Illinois committee's decision upheld.

Gentlemen, it pays to arbitrate.

There was no discussion upon the report and it was ordered received and placed on file.

## REPORT OF EXECUTIVE COMMITTEE.

The report of the Executive Committee was read by Chairman W. L. Shellabarger. It was quite brief, reading as follows:

Your Executive Committee begs to report that during the past year only one case has been referred to that committee for consideration, it being the case of C. B. Fox of New Orleans vs. R. C. Parks of Kirksville, Ill., the claim being for \$29.48 due C. B. Fox from R. C. Parks account overdraft due to misgrading of grain.

From the correspondence attached to the claim of C. B. Fox, as submitted to this committee, it appears an effort had been made to settle the matter, and finally a proposition was made by C. B. Fox to arbitrate the question. Several letters passed between your Executive Committee and R. C. Parks, who steadfastly refused to submit the matter to arbitration.

Under Article IV of our By-Laws "It is the duty of every member, when an arbitration is asked for, to accept the offer and answer before the Arbitration Committee." In view of the attitude of R. C. Parks it therefore becomes the duty of your Executive Committee under Section 7 of Article I to suspend from the association the said R. C. Parks for the violation of that portion of Article IV requiring members of the association to arbitrate differences.

The adoption of the report as read was moved and unanimously carried.

## REPORT OF LEGISLATIVE COMMITTEE.

The report of the Legislative Committee, read by Chairman Thomas Sudduth, and which took the regular course, was as follows:

During the life of this committee the only needs of the association that have been brought to its official notice was legislation that would improve car service and facilitate the collection of claims from the railroads.

During the past year the grain trade has been greatly embarrassed by shortage of cars and leakage in transit. An unusual per cent of the cars in service have been unfit for grain. Many, in bad condition, have been retired from service altogether for want of repairs, and but few new cars have been added to equipment to replace those that have been dropped from service.

This lack of sufficient outlay for equipment the roads themselves attribute to poverty, due to unremunerative freight rates. But at the same time, while seeking to advance the rates, they will not agree that if permitted to do so that they will expend such increased revenues in additional facilities.

But this lack of funds cannot in fairness be attributed to poor earnings, but rather to the absorption of the same by excessive fixed charges and overcapitalization.

Therefore, with but scant promise on the part of the roads themselves for relief from these conditions, your committee convened in Springfield on December 19 last in joint session with a committee from the Illinois Farmers' Grain Dealers' Association to devise ways and means of relieving the situation. There were present: Lee G. Metcalf, Illiopolis; S. W. Strong, Urbana; W. T. Cornelson, Peoria; C. M. Woods, Springfield; W. L. Shellabarger, Decatur; H. W. Danforth, Washington; E. R. Ulrich, Springfield; Fred Walbaum, Ashland; John A. McCreery, Mason City; J. U. Surface, Mason City; C. J. Baer, Monticello; C. M. Bullet, Louisville, Ky.; Thomas Sudduth, Springfield, chairman.

## A RECIPROCAL DEMURRAGE LAW.

There being no court or other tribunal in Illinois vested with power to require a carrier to add to or re-

the highest court in the land that our proposed bill, if enacted into a law, would be inoperative as applied to that class of business we mainly sought to regulate, it was the conclusion of your committee that it wasn't worth the while to waste further effort along that line.

Passing the question whether a Reciprocal Demurrage Law having no effect on interstate shipments would have much practical value, we may add here that the constitutionality of such a law is doubted. In a letter recently published, C. H. Christopherson of Luverne, Minnesota, who was one of the counsel in the Minnesota shipper's case above mentioned, has stated that he is satisfied that such a law would be unconstitutional.

For it would be found, he thinks, that inasmuch as by penalization it would substitute for a free, unrestrained flow of traffic a discriminatory service favoring shipments wholly within the state, to the disadvantage of interstate shipments. And this, he contends, would amount to regulation of interstate shipments, and thus bring upon such legislation the same condemnation as the United States Supreme Court has pronounced upon state regulations involving interstate shipments.

However, other excellent authorities take the contrary view.

So in either case you will perceive that your committee was up against a stone wall in its pursuit of an effectual Reciprocal Demurrage Law for this association.

And we are bound to conclude that if we are to have such a law that will be worth while we will have to look to Congress to enact it.



A GROUP OF ASSOCIATION OFFICERS

pair its equipment, it was the opinion of those present that these things could be brought about indirectly by the operation of a Reciprocal Demurrage Law that would penalize either shipper or carrier who caused delay to the business of the other.

It was thought that such a law would have a tendency to hurry loaded cars over the lines, to hurry the unloading of the same, and also bring out additional equipment.

Accordingly, the joint committee drafted a tentative bill which a subcommittee was directed to submit to William R. Bach of Bloomington, attorney for the association, to put in proper legal shape, after which your committee would endeavor to bring about its enactment into a law by the Legislature, which was to convene soon.

However, within a few days thereafter the United States Supreme Court rendered a decision reversing the finding of the Minnesota Supreme Court, wherein a shipper had been awarded penalties aggregating \$218 against the C., R. I. & P. R. R. Company for failure to furnish promptly cars that had been ordered for an interstate shipment. The court held that Congress having legislated on interstate shipments, that any power the state ever had to do ceased from the moment that Congress exerted its paramount and all-embracing authority on the subject, as it did when it passed the Hepburn Interstate Commerce Act of 1906.

So, while state demurrage laws may perhaps still hold good within the state, the state has no power to control shipments outside of itself.

And while the Minnesota shipper was probably lawfully entitled to damages, his rights must exist under the Hepburn Act, and not under the state statute.

As probably ninety per cent of our shipments pass outside the state, it was this class of shipments that your committee sought to regulate with a Reciprocal Demurrage Law, not having at that time information that an Illinois shipment in passing beyond the borders thereof also passed outside the jurisdiction of the legislature of the state.

So thus having received advance information from

Before passing from this subject it will be pertinent to explain briefly here the nature of this Hepburn Act that is standing in the way of the reciprocal demurrage law we would like to have. It provides in part:

"... it shall be the duty of the carrier subject to the provisions of this act ... to furnish cars and transportation, upon reasonable request therefor. And failing to do so, it shall be liable to the person so injured thereby for the full amount of damages sustained in consequence thereof, together with a reasonable attorney's fee in case of recovery." And it gives election to make complaint before the Interstate Commerce Commission, or bring, in a designated court, an action for damages.

## GRAIN SHORTAGES.

One very important matter which vitally interests the whole grain trade, from the farmer to the receiver in the largest markets, is the matter of shortages, as it is through this leak that a large part of the profits is lost.

To remedy this situation a committee composed of E. R. Ulrich, Springfield, chairman; Lee G. Metcalf, Illiopolis; C. M. Woods, Springfield, and Fred Walbaum, Ashland, was appointed to draft an amendment to the statute relative to the receiving, carrying and delivery of grain by railroads (Revised Statutes of Illinois, Chap. 114, Sec. 118) which should facilitate the collection of damages therefor, as under the present mode of procedure the collection of the most of these claims is attended with interminable delay, and results in most of the claims being outlived by the time limit.

This committee held a meeting on February 20, 1913, at the office of the chairman in Springfield and drafted the proposed amendment, which was made to read as follows:

"And such shortage is to be collected from the railroad out of the freight charges at destination, when supported by affidavit from point of shipment giving amount of grain weighed into the car, and affidavit covering weight of grain delivered by carrier at destination."

At this meeting it was decided to consult concerning



this proposed amendment with William R. Bach of Bloomington, attorney for the association. Mr. Bach, as indicated by his letter, which is attached to this report, suggested that action on this proposed amendment be deferred until after the decision in the United



DIRECTOR W. L. SHELLABARGER  
Decatur.

States Supreme Court in a certain case pertaining to interstate shipments.

Mr. Bach's letter follows:

"With reference to the matter of the amendment to the present statute with reference to the settling for loss claims at the time the freight is collected, permit me to state that I have investigated the matter, and am afraid that such an amendment as that would not be constitutional as applied to interstate shipments.

"The association at the present time is backing a claim on interstate shipment which the railroad companies have declined. And when this case is decided finally it will settle conclusively the validity of this statute we now have in Illinois, which holds the company liable for the difference between affidavit weights at destination and affidavit weights at point of shipment.

"The railroad companies are contending that this statute has no application to interstate shipments. Until the court passes on that question I believe it would not be advisable to push the amendment which you suggest.

"If it is ultimately decided that this statute applies to both interstate and state shipments, then we can suggest the amendment which you have suggested in your favor to me of the 25th ult.

"I believe that if such a change could be made it would be a very effective method of securing payment of claims and would avoid present circuitry. In order for such a statute to be constitutional it will be necessary to have the other question which we are now contesting fully settled."

So upon the advice of Mr. Bach the matter of this proposed amendment is left in *statu quo*.

#### ANTI-SWEEPING LEGISLATION.

Much difficulty has been experienced in checking pilfering of grain from loaded cars in terminal markets because of the difficulty of proving that the thieves had stolen the grain, even when it is found in their possession. For, posing as sweepers, they take advantage of that fact and rely upon their gleanings from empty cars to defend them from the charge of having taken grain from loaded cars.

House Bill 277 (330 in the Senate), introduced by Representative Gorman at the instance of the Peoria Board of Trade, makes it a felony for unauthorized persons to sweep a car or sell the sweepings. This bill should have the support of all railroad men and grain men, who should see or write their representatives, and help put it through.

Senate Bill No. 126, which by its title is an amendment to Sections 130 and 132 of the Criminal Code, is of interest. It has passed both houses and now awaits the action of the governor. Section 130, as amended, makes it a misdemeanor to make a contract to buy or sell at a future time grain, stocks or other commodities, where it is the intention at the time that the contract shall be performed, not by actual delivery, but by a settlement of difference in price.

Forestalling the market by false rumors, and cornering the market, or attempting to do so, is also made a misdemeanor.

The penalties are a fine of not less than ten dollars nor more than one thousand, or confinement in the county jail, or both. And such contracts are gambling contracts and are void.

For your information we recite below the titles to all

other bills that have been introduced in the 48th General Assembly that concern in any way the grain trade:

House Bill No. 529—"A bill for an act to regulate demurrage and car service charges by common carriers, and to place control of the same under the jurisdiction of the Illinois Railroad and Warehouse Commission."

Senate Bill No. 55—"A bill for an act to require common carriers to settle claims for lost or damaged freight within a reasonable time, and on failure to do so to pay a penalty of twenty-five dollars in addition to actual damage."

Senate Bill No. 544—"A bill for an act to require common carriers to settle claims for lost or damaged freight within a reasonable time, and providing for the assessment of attorney's fees in certain cases."

House Bill No. 612—"A bill for an act relating to the liability of employers to their employees, and relating to contracts between employers and their employees in certain cases."

For your further information we will say that none of these last four bills is far advanced on the calendar. And they, together with perhaps five hundred other bills, remain to be acted upon by the General Assembly, with adjournment about two weeks off.

A copy of all bills herein mentioned is hereto attached and made a part of this report.

#### AFFILIATION WITH NATIONAL ASSOCIATION.

E. M. Wayne moved that the association continue its affiliation with the Grain Dealers' National Association, the duration of which to be left in the



DIRECTOR E. M. WAYNE  
Delavan.

hands of the Board of Directors. C. C. Miles of Peoria seconded the motion.

W. L. Shellabarger opposed the motion on the grounds that it would automatically continue the affiliation for another year. He offered an amendment to the effect that the question of renewing the affiliation be left entirely with the Board of Directors. This amendment was seconded and a long discussion followed.

Mr. Wayne cited the proposed standardization of grain grades as a very potent reason why the association should stick to the national organization for at least one more year, so that they could protect their interests in the matter.

Mr. Shellabarger, on the other hand, stated that the Illinois Grain Dealers' Association was an organization primarily composed of country shippers and that the only ones to be benefited from membership in the national body were the receivers. His remarks were greeted with a great deal of applause, showing that he reflected the sentiments of many present. This was further proven when the amendment was carried by a decisive majority.

Capt. I. P. Rumsey of Rumsey & Co., Chicago, was called upon by the president for a speech, and he responded nicely with a short talk based upon his long experience in the grain trade. He was listened to with great attention and roundly applauded at the conclusion of his remarks.

#### ELECTION OF OFFICERS.

J. K. Horton, chairman of the Nominating Committee, submitted the names of the new officers selected by that committee, and, since there was

only one nominee for each office, it was moved that the secretary cast the ballot. W. L. Shellabarger took the chair to put the motion, which was unanimously carried.

The officers elected for the ensuing year are as follows:

PRESIDENT—Lee G. Metcalf, Illiopolis.

VICE-PRESIDENT—S. C. Taylor, Kankakee.

TREASURER—H. I. Baldwin, Decatur.

DIRECTORS (2 years)—Henry A. Hillmer, Freeport; George D. Montelius, Piper City; U. J. Sinclair, Ashland; E. M. Wayne, Delavan.

E. M. Combs of the General Committee called attention to the entertainment to be given by the Chicago Board of Trade on Tuesday evening in the Red Room of the Hotel La Salle, and advised everyone to be present. He also spoke of the other entertainment features on Wednesday afternoon and evening.

Adjournment was then taken until 10 a. m. Wednesday morning.

#### WEDNESDAY MORNING SESSION

Although most of the business had been disposed of on the previous day, the Friday morning session was called to order promptly at the scheduled time, and Bert Ball, chairman of the Crop Improvement Committee of the Council of Grain Exchanges, opened the proceedings with an interesting address upon the crop improvement work so far accomplished.

A number of stereopticon views were thrown upon a large screen and proved intensely interesting to those members unfamiliar with the progress of the work. Mr. Ball paid particular attention to the business side of the question, and urged that the grain dealers co-operate with the Crop Improvement Committee. He said:

"We should aim to form grain clubs with the assistance of the superintendents of schools, but the final aim should be to influence the establishment of a farm bureau with a paid agriculturist in charge of it in every county.

"We now have ten of these in Illinois out of a total of 226 in the United States. Our grain problems will never be solved until we have a laboratory and bureau of agriculture in every community. The first step toward this goal should be adding



DIRECTOR GEORGE D. MONTELIUS  
Piper City.

to the usefulness of the corn clubs by adding other grains."

#### REPORT OF CLAIMS DEPARTMENT.

R. C. Baldwin of Bloomington read the report of the Claims Department, of which he is chairman, and upon motion it was received and ordered placed on file. This report was as follows:

Your Claims Committee respectfully begs to report that during the last year there has been a large increase in the business of this department. Data show-



ing the work of this department will show more clearly its scope than could otherwise be done.

At the present time 93 members of the association have claims filed. The total number of claims filed since June 1, 1912, is 749, comparing with a total number filed during the previous year of 377. The total amount of the claims filed from June 1, 1912, to date is \$27,756.17. The total amount of claims filed in the preceding year was \$8,890.16. The total number of claims paid from June 1, 1912, to date was 463, aggregating \$10,778.09. The fees earned in the collection of claims during the last year were \$1,073.04. The number of claims on hand and not paid which have been filed since June 1, 1912, are 359.

The data submitted shows that the work and importance of this department has greatly increased during the last year because of the liberal patronage of relatively few members of the association. It is shown that only 93 members have patronized the department during the year and that their total claims aggregated close to \$28,000. Manifestly the increased use of this department by the few who have availed themselves of its service shows it has been very satisfactory, but it is a matter of great regret to the officers of the association and the chairman of this committee that there have not been a great many more members file their claims through this department. A more liberal and general use of the Claims Department by its members will add to its prestige and increase its influence, and make it possible for the claims to be collected at a lower cost. Quite a number of new members have been secured for the association largely so as to be able to utilize this department. Why should not those who are already members give it their earnest support?

It is suggested by this committee that the Interstate Commerce Commission has already decided that there are no grounds for claims for loss where the claim is not filed within four months subsequent to the shipment. The commission takes this ground, believing that it is in the interest of the prompt settlement of claims that they should be filed promptly, and that it is a reasonable restriction on the part of the carrier. This only applies to interstate business. There has been no decision on local business within the state.

It is also suggested by the committee that members should be very careful about loading cars in excess of 10 per cent over capacity, as on overloaded cars there is no ground for making a claim for loss, and the hazard is greatly increased without opportunity for recourse.

It is suggested that whether or not members are using the Claim Department for the collection of losses due to shortage at destination, that in all cases where any material shortage sufficient to justify claim is found in the destination weights that the members should write to the secretary, giving him the details of the shipment, notifying him of the loading and out-turn weight, the terminal market and the buyers. Members naturally hold the officers of this association in a measure responsible for the conditions prevailing in terminal markets, and the only source of information that they have is from the members themselves. The possession of this information in a generous manner will put the officers of the association in position where they can use their influence to the correction of any abuses at destination. It is worthy of note that the complaints in this connection have been much reduced.

#### RAILWAY SUPERVISION OF OUT-TURN WEIGHTS.

This department again begs to recommend that the Board of Directors of this association, in connection with other state associations, will endeavor to secure railway supervision of the out-turn weights in such markets where there is not adequate supervision by a regularly organized weighing department operating under the Board of Trade. The earnings of the railroad are predicated upon accurate weights at destination, and their interest in accurate weights is mutual with the shipper.

Fortunately most buyers at such markets are honest and voluntarily give weights that are equal to those of any in the larger markets, and they will be more than ready to accept supervision as suggested, to the end that the weights in all such markets and terminals may be accurate.

At the present time this department has knowledge of cars that were weighed by the shipper, and within a few miles weighed by the railroad with substantially the same result. The car showed heavy loss at destination. Manifestly the weight at destination was not correct or there had been some damage to the equipment in transit, and which was concealed. There is now no way to learn the condition of cars in transit, and this department begs to again recommend the Board of Directors that if possible some action in connection with other associations be taken to the end of securing detailed information of the conditions of cars in transit where there are any leaks detected or repairs made.

We are very much gratified to note the increased use of the Claims Department by its members and beg to again urge a free use of this department by all the members to the end that its influence may be increased and claims collected more easily and quickly.

The Claims Department is following up each claim, endeavoring to prevent any undue delays in disposition. Bear in mind that through this department you have

the free services of a competent attorney. It certainly is much to the shipper's advantage to know that in a contested claim which has merit that your association and attorney stand behind it to push its collection and, if necessary, make suit.

According to the extent to which members patronize this department it will be a valuable tool of your business. Use it freely, and send all your claims to the Claims Department for collection.

#### SCALE INSPECTION.

The newly appointed official scale inspector of the association, G. H. Rikert, was called upon for a



DIRECTOR HENRY A. HILLMER  
Freeport.

report, and this (which took the regular course) read as follows:

My inspection report on scales is very short, having only been in the employ of the association since May 19, taking Mr. Johnson's place, who resigned. In that time I have tested eight wagon scales, repaired and rebuilt one wagon scale and tested three hopper scales. Wherever I have been, I find all the members very anxious to have their scales tested, which I think is a good



MEMBERS OF THE LOCAL ENTERTAINMENT COMMITTEE

plan. The scale is the foundation of your business. You may buy your grain at the right price and sell at a profit, but you may lose your profit, and more besides, just on account of your scales. If you do not have them tested you have no way of knowing if they are right or wrong, and any scale is just as liable to be weighing heavy as light.

A scale is far different than any other piece of machinery, because if a machine is not working right it shows a defect at once, while the scale may be wrong and cannot be detected by the working of the beam. As you all know, the territory is large and hard for one man to cover, so if you wish an inspection and test made I wish you would place your order with the secretary and try to get as many more around you, so I do not have to cover the same territory twice, as I can save time and also a big expense for you.

RESOLUTIONS.  
E. M. Wayne asked the consent of the association to submit a resolution, which consent was necessary because of a motion at a previous session requiring all resolutions to be sent before the Resolutions Committee without debate within a specified time limit. The request having been unanimously granted, Mr. Wayne read the following resolution:

Whereas, it is a well-known fact that grain shipments constitute one of the largest tonnage offered the railroads in the state of Illinois, and whereas the exclusive shippers of grain have never had a representative on the Railroad and Warehouse Commission, be it

Resolved, that we, the Illinois Grain Dealers' Association in convention assembled, respectfully ask the honorable governor of the state of Illinois to appoint as member of the Railroad and Warehouse Commission our president, Lee G. Metcalf, and that a copy of this resolution be presented to the governor by the secretary of this association.

Secretary Strong took the chair upon a motion to adopt this resolution and it was passed unanimously by a rising vote. President Metcalf, after thanking the members and assuring them of his appreciation of their efforts in his behalf, called upon the Resolutions Committee for a report.

George D. Montellus of Piper City, chairman of the committee read the following resolutions:

#### PAYMENT OF SIGHT DRAFTS.

Whereas, it has been the practice of some of the southern markets to not always pay sight drafts on presentation, thereby causing unusual delay in shippers receiving their money, and also causing the shipper unnecessary uneasiness on account of said delay, therefore be it

Resolved, that we, the Illinois Grain Dealers' Association, condemn such a practice and ask that the same be discontinued at once.

Resolved, that a copy of this resolution be sent to the secretaries of all exchanges where such practice is invoked.

#### CARLOAD LOTS FOR DELIVERY "ON TRACK."

Resolved, that the directors of the Chicago Board of Trade be earnestly requested to enact a rule to make regular for delivery, under proper safeguards, carload lots of contract grades of grain "on track" on the last three days of any month.

#### ADVANCED COMMISSION CHARGES AT BUFFALO.

Resolved, that the action of the Corn Exchange of Buffalo, N. Y., in advancing commission charges for handling grain in that market is unwarranted and that the membership of this association be notified by the

secretary that the Board of Directors and members of this association believe these charges for this service are unreasonable, exorbitant and unjust, and that they may protect themselves against such excessive commissions by using every endeavor to use other markets where the charges for this service are fair and just to the shipper.

#### CHANGE IN RULE FOR ADJUSTMENT OF CLAIMS.

Whereas, in Joint Agent Hosmer's Supplement to Circular No. 1-J, effective June 1st, providing for loss in shipments of grain in transit, which rule provides for the deduction of one-eighth of one per cent on all grain other than corn and one-quarter of one per cent on corn, from the weight of grain in the car in the adjustment of claims for loss in transit; and

Whereas, such proposed change in the adjustment of claims is in direct violation of the agreement between



the Illinois carriers and the Illinois Grain Dealers' Association, entered into Sept. 21, 1910. Therefore, be it

Resolved, that the Illinois Grain Dealers' Association in convention assembled do hereby earnestly protest against the proposed change in the rule governing adjustment of claims; and be it further

Resolved, that the officers, directors and claims department are hereby requested and directed to use all honorable effective means to prevent the enforcement of this proposed change.

#### REPARATION CLAIMS FOR COOPERING CARS.

Whereas, the transportation of grain pays a large revenue to the carriers; and,

minutes of our meeting and a copy mailed by the secretary to each of the families of the deceased.

#### RESOLUTIONS OF THANKS.

Whereas, it is the close of a most successful year in the history of the Illinois Grain Dealers' Association; and

Whereas, we feel that this large measure of success is due to the faithful and untiring efforts of the officers of this association, therefore be it

Resolved, that this association pledge its continued hearty co-operation as a result of which great things have been accomplished, and be it further

Resolved, that we hereby extend a vote of appreciation and thanks for the efforts put forth.

ditions existing in terminal markets. He also brought up the question of reinspection and incidental delays in the Buffalo market, which is a sore point with Illinois shippers.

President Metcalf then took the floor and gave as his opinion that Buffalo does not render better service than other markets and therefore the increased rates were unwarranted.

Several other members cited instances of delayed reinspection at Buffalo which resulted in loss to themselves, and there was a warm discussion for a while, with Mr. Pond the sole defender of the Buffalo Corn Exchange.

The latter proposed that a committee be appointed to visit the Buffalo Corn Exchange and investigate inspection, handling and general conditions there, expenses to be paid by the exchange. No action was taken upon this offer.

#### REINSPECTION IN SEVENTY-TWO HOURS.

Mr. Shellabarger offered the following resolution, which was unanimously adopted:

Resolved, that it is the feeling of this association that where grain is graded for reinspection on account of the car being too full for inspection, that this reinspection should be made within seventy-two hours after the car is received.

Resolved, that the secretary send a copy of this resolution to the secretaries of the various grain exchanges.

Hon. Harry Woods, Secretary of State for Illinois and a member of the association, addressed the body for a short time, assuring them that he was a grain man first, last and all the time, and announcing his return to the grain trade after his present dash into politics. He thanked the members for their cordial support in the last campaign and assured them of a hearty welcome whenever they found opportunity to call on him at Springfield.

H. I. Baldwin suggested that the convention date be changed to an earlier or later time in the year, so that a better attendance could be secured, but no action was taken.

President Charles D. Jones of the Grain Dealers' National Association, was induced to make a few remarks, during which he found time to speak of the value of discussions, which nearly always promote harmony in the end, to tell of the functions and purposes of the National Association and to



ON THE WAY TO THE BALL GAME

Whereas, the Interstate Commerce Commission has ruled that it is the duty of a common carrier to furnish equipment suitable for the transportation of the property offered for shipment; and,

Whereas, the railroad companies uniformly offer equipment for the transportation of grain that is defective to the extent that it does not have grain doors, and is often defective in other respects; and,

Whereas, such defects are required to be remedied at the expense of labor and frequently material, both furnished by the shipper of grain; Therefore, be it

Resolved, that all of our members be invited to send to the secretary a list of the cars furnished for the transportation of bulk grain that were not suitable to safely transport such grain, and to state what repairs were necessary to be made, and were actually made, in order to put such cars in suitable condition for the transportation of grain; and, further, to make out a bill against such railroad company for the material used in coopering cars, if any, and for the labor involved in grain-dooring cars. Such bill to include all cars upon which services for the railroad companies were performed since May 1, 1912; Be it further

Resolved, that the secretary is hereby instructed to place such reparation claims in the hands of the attorney, who shall be directed to prosecute same before the Interstate Commerce Commission. Be it further

Resolved, that said attorney be instructed to petition the Interstate Commerce Commission to require the carriers to publish in their tariffs a rule by which payment for service rendered in the coopering of cars may be made by the agent at the station where the service is performed at the time such service is performed.

Section 15 of the act to regulate commerce provides that:

"If the owner of the property transported under this act directly or indirectly renders any service connected with such transportation, or furnishes any instrumentality used therein, the charge and allowance therefor shall be no more than is just and reasonable, and the commission may, after hearing on a complaint or on its own initiative, determine what is a reasonable charge as the maximum to be paid by the carrier or carriers for the services so rendered or for the use of the instrumentality so furnished, and fix the same by appropriate order, which order shall have the same force and effect and be enforced in like manner as the orders above provided for under this section."

#### IN MEMORIAM.

Whereas, it has pleased the Divine Providence, in His infinite wisdom, to remove by death from among our valued members:

S. H. Bradley, Mendon, Ill., March 3d, 1913.

A. M. Eastburn, Sheldon, Ill., March 16th, 1913.

John Mullally, St. Louis, Mo.

Therefore, be it

Resolved, that we extend to the families of the departed our deepest and most heartfelt sympathy in their sad bereavement and commend them to the care of Him who doeth all things well. Be it further

Resolved, that this resolution be spread upon the

Whereas, it has been the good fortune of this association to have been invited to have their Twentieth Annual Convention in the City of Chicago, and

Whereas, we have been so pleasantly entertained by the members of the Board of Trade of the City of Chicago, therefore be it

Resolved, that the appreciation and thanks of this association be conveyed to the Board of Trade, and be it further

Resolved, that we express this appreciation by a rising vote.

The resolutions were all adopted separately, with the exception of the one on "Reparation Claims for



VIEW TAKEN ON THE LADIES' AUTOMOBILE RIDE

Coopering Cars." On account of this being an Interstate Commerce Commission question, the resolution was referred to the Board of Directors for action.

Secretary F. E. Pond of the Buffalo Corn Exchange took strong exception to the adoption of the resolution condemning that exchange for its action in raising commission charges for handling grain. He pointed out that the increased rates were more than offset by the superior handling system in that market.

W. L. Shellabarger defended the resolution and said that by the publicity given to the question, it would be possible to draw more attention to con-

thank the members for their support at the Norfolk convention.

J. Vining Taylor, secretary of the National Hay Association, was also present and extended a cordial invitation for all the members to attend the coming convention of his organization at Peoria on June 24, 25 and 26.

There being no further discussion, upon motion the convention was adjourned *sine die*.

#### DIRECTORS' MEETING.

Immediately after the adjournment of the convention the Board of Directors held a meeting in the Red Room, and re-elected S. W. Strong, their



efficient and energetic secretary, to serve in the same capacity for the ensuing year.

It was also decided to again affiliate with the Grain Dealers' National Association, a motion to this effect meeting with practically no opposition.

#### ENTERTAINMENT FEATURES

On Tuesday afternoon the visiting ladies were taken on an automobile trip through the park and boulevard system of Chicago. The weather was ideal, the flowers were blooming, the foliage and grass were of the brightest green and Lake Michigan had assumed its deepest blue color so that it need scarcely be interpolated that the ride was delightfully pleasant and enjoyable. A scene in one

there was no one in the assemblage who had the slightest trace of "blues."

The General Committee as the entertainment committee was called, deserves a great deal of credit for the pleasant features provided. Particularly must praise be bestowed upon the Chicago members of the committee, consisting of Edward Hymers, E. M. Combs, J. H. Rawleigh, Adolph Gerstenberg and B. S. Wilson, for the way in which the entertainments were planned and later carried to a successful conclusion.

#### CONVENTION POINTS

Two useful souvenirs, a pen and a leather bill book were distributed by Willis E. Sheldon of Jackson, Mich.

Three grain men came from Iowa—M. McFarlin, Des Moines; S. E. Squires, Des Moines; J. R. Whitney, Carroll.

A large banner in the convention lobby called dealers' attention to Kennedy Car Liners, an economical and practical method of eliminating losses of grain in transit.

The Peoria delegation included C. C. Miles and G. M. Miles of P. B. and C. C. Miles; D. D. Hall of Tyng, Hall & Co.; W. T. Cornelison of T. A. Grier & Co.; F. B. Tompkins, chief grain inspector.

Indiana visitors were E. K. Shepperd, Bert A. Boyd and W. J. Mercer of Indianapolis; W. B. Foresman of LaFayette; C. G. Egly, Fort Wayne; Wm. Simms, Kentland; Jesse Summers, Ambia.

Bert A. Boyd was lucky to get into the ball park for after viewing the baseball figures that surmount the corner posts of the grand stand, he exclaimed to his friends: "D' you see, they had to Ty Cobb?"

Strange as it may seem, it's apparently a difficult matter to pick out a fan among grain men. R. S. Sheldon of Toledo, was the only man among a circle of a dozen or more at the Cubs-Boston game who could keep the score card.

A number of St. Louis' best grain men attended the meeting including A. J. Rogers, W. J. Klosterman, Edw. C. Seele, E. D. Bargery, G. S. Turner; Jim Parrott, H. Hunter, J. L. Wright, A. H. Lange, John Dower, supervisor of weights.

J. Vining Taylor, Winchester, Ind., secretary of the National Hay Association, was in attendance and invited every one to attend the sessions of the annual meeting of the association which will be held at Peoria, Ill., June 24, 25 and 26.

J. E. Collins of Atwood, declared he owed his ruddy complexion to the climate of California. He had just returned from an eight months' sojourn at Long Beach, Calif., during which time he motored over the entire lower half of that state.

Greetings from the southern markets were extended by Chas. D. Jones of Nashville; Lee A. Jones, E. E. Buxton and H. J. Hasenwinkle of Memphis; H. S. Antrim, J. B. Gillespie, and Chief Grain Inspector W. S. Powell, Cairo; C. M. Bullitt, Henderson.

The Toledo market was represented by Charles Knox with J. F. Zahm & Co., W. H. Haskell of W. H. Haskell & Co.; R. S. Sheldon with S. W. Flower & Co.; H. R. De Vore of H. W. De Vore & Co.; J. W. Young of the Toledo Grain & Milling Co.

The Buffalo Corn Exchange, Buffalo, N. Y., was represented by Secretary Fred E. Pond and from other eastern markets were W. M. Richardson of Philadelphia, Cyrus S. Weiss of Wilkes Barre, Pa., and Wm. R. Jossman, representing Caughey & Carran Co., Detroit.

Machinery and allied interests were represented at the meeting by Max H. Hurd of Union Iron Works, Decatur, Ill.; E. G. Nicewarner with the Gutta Percha & Rubber Mfg. Co., Chicago, Ill.; F. H. Morley with Invincible Grain Cleaner Company, Silver Creek, N. Y.; F. M. Smith with Huntley Manufacturing Company, Silver Creek, N. Y.; W. H. Caldwell with Robinson Manufacturing Co., Muncy, Pa.; T. M. Smith of the Seed Trade Reporting Bureau, Chicago, Ill.; T. M. Van Horn with Millers Mutual Fire Insurance Company, Alton, Ill.; C. F. O'Connor with Avery Scale Company, North Mil-

waukee, Wis.; G. H. Rikert, Scale Inspector Illinois Grain Dealers' Association, Chicago, Ill.; C. R. Sundstrom, Universal; P. C. Code, Chicago, Ill.

Secretary Strong was taken seriously ill on the night before the convention and was unable to be present at the first two sessions. He dispelled the fears of his friends, however, by showing up in time for the Tuesday evening entertainment, a little pale perhaps, but otherwise quite like his genial self.

It was somewhat exasperating to entertainment committeeman, Edward Hymers, after he'd recklessly attempted to exceed the entertainment speed limit at the ball park, cornered all the peanuts in sight for his guests and kept them liberally supplied with perfectos, to have officious small boy park venders hawk their wares with the cry, "Now who wants a good cigar?"

#### THE ATTENDANCE

The following list comprises the grain dealers and ladies, registered at the meeting arranged alphabetically.

**B**  
H. I. Baldwin, Decatur, H. I. Baldwin & Co.; R. C. Baldwin, Bloomington, Baldwin Grain Company; J. B. Backer, Shannon; A. H. Barnes, Champaign; C. E. Johnson & Co.; Geo. W. Banks, Irene; Mrs. O. C. Benson, Fairmount; O. C. Benson, Fairmount; Ben B. Bishop, Sheldon, Bishop Hominy Company; Alex. Brannan, Assumption, Farmers' Grain Company; Edmund Burt, Shannon; Mrs. R. K. Byerly, Catlin; R. K. Byerly, Catlin.

**C**  
A. B. Cleland, Decatur, Corry, Harney & Co.; Geo. W. Cole, Bushnell; J. E. Collins, Atwood; H. H. Corman, Decatur, American Hominy Company; S. G. Cranford, Bondville; E. J. Cushing, Assumption, Lacharite Grain Company.

**D**  
Chas. C. David, Galesburg, Davis Grain Company; E. M. Davis, Danville, B. S. Wilson & Co.; Victor Dewein,



HENRY A. RUMSEY  
Chairman of Arbitration Committee  
Chicago.

Warrensburg; Mrs. W. C. Dunn, Gifford; C. A. Dryer, Champaign, Dryer & Burt.

**E**  
J. L. Evans, Decatur, Evans Elevator Company; O. M. Faucett, Champaign, I. H. French & Co.; J. M. Foglesong, Sheldon.

**F**  
Art Ford, Mrs. Art Ford, Miss Carry Ford, Walnut Grove; W. P. Foote, Champaign, H. I. Baldwin & Co.

**G**  
J. H. Graham, Durand, Graham Bros. Company; F. M. Grant, Glenavon, Glenavon Grain Company; M. E. Greenleaf, Jacksonville; F. G. Gyles, Bloomington, O'Neill & Gyles.

**H**  
A. Z. Haag, Exline; J. J. Hadley, Osco; W. T. Hardin, DeLand; T. E. Hamman, Milmine, Mrs. T. E. Hamman, Milmine; L. L. Harrison and wife, Dwight, Harrison Brothers; H. A. Hillmer, Freeport; J. K. Horton, Garrett, Horton Bros.; J. F. Hughes, St. Anne, Hughes Bros.

**I**  
Jas. Inkster, Herscher, Inkster Bros.

**J**  
C. O. Jarvis, Whitaker, Taylor Bros.; Clarence W. Johnson, Bellflower, W. T. Bradbury Company; E. W. Jokisch, Boody, Boody Elevator Company; Roy H. Jones,



THOMAS SUDDUTH  
Chairman of Legislative Committee,  
Springfield.

of the parks taken on this trip is shown elsewhere in this issue.

The informal entertainment and smoker given by the Chicago Board of Trade in the Red Room of the Hotel La Salle on Tuesday evening attracted a large crowd. Chairman Hymers of the General Committee acted as master of ceremonies and kept everyone in the audience in a most happy frame of mind. Al. Smith, who acted as sergeant-at-arms for the convention, convulsed his auditors with an inimitable monologue in dialect. "Joe" Gerrity sang most pleasingly and was liberally applauded. There were several professional entertainers of exceptional talent including Cartoonist Cornwell of the *Chicago American*, who cleverly drew humorous sketches, winding up with a caricature of Secretary Strong. Then there was a female impersonator whose rendition of a Spanish and Salome dance caused the front rows to set up and take notice. Mr. Favorite entertained nicely with his accordion and a real sensation was reserved for the close in a whirlwind dance by the so-called "Texas Tommy Dancers." Cigars were distributed in great quantities and ices and cake were also served to all present.

After the session on Wednesday, the convention delegates and visitors were taken to a ball game between the Chicago Cubs and the Boston Braves. Assembling at the Chicago Board of Trade the party went to the Metropolitan Elevated Terminal where a special train was waiting to take them to the West Side Ball Park. Arrived at the grounds it was found that a special section in the grandstand back of the plate had been reserved for them. The real true "fans" in the crowd soon made their presence known, and there was nothing to mar the pleasure of the outing for them or for those individuals not fully initiated into the joys of the national game. A special train took the crowd back into town after the game.

To wind up the exceptional list of treats provided by the General Committee, an informal theater party was held at the Grand Opera House on Wednesday evening. "The Tik-Tok man of Oz" was the attraction and as a spectacular, melodious clever musical comedy left little to be desired. Certainly



Monticello, Roy H. Jones & Co.; J. M. Jones, Dewey; F. H. Juderman, Lenox.

K

Jas. Karr, Seymour; J. M. Kautz, Mt. Pulaski; Emil Keller, Fairbury; J. C. Kelley, Lostant; A. M. Kirby, Decatur; M. A. Kirk, Bondville, M. A. Kirk & Co.; Wm. Kleiss, Pesotum, Davis & Gilles; Purdie Kinahan, Illinois.

L

Miles A. Leach, Cornland; F. R. Ludwig, Champaign.

M

J. V. McDowell, Forrest; Chas. McEwan, Hooperston; F. C. Martens, Randolph; H. F. Maus, Latham. Katz & Maus; Mrs. Lee Metcalf, Illinois; Emma Metcalf, Illinois; Lee G. Metcalf, Illinois; Metcalf & Kinahan; L. J. Metcalf and R. C. Metcalf, Champaign, I. H. French & Co.; A. F. Matte, Dwight, Alton Grain Company; C. R. Mitchell, Ashmore; Geo. D. Montellus, Piper City, Geo. D. Montellus & Co.; M. F. Murphy, Springfield, Central Illinois Grain Company.

N

S. S. Neiman, Warrensburg; Thos. New, Rantoul.

O

Thos. Ogden, Dewey.

P

R. C. Parks, Kirksville; Miss Audrey Pierce, Gifford; W. T. Pierce, Gifford, Pierce & Hamilton; F. M. Powell, Decatur; W. C. Price, Brocton, Brocton Elevator Company; C. A. Pricer, Mahomet.

R

R. J. Railsback, Hopedale, B. T. Railsback Sons; L. W. Railsback, Weldon, Railsback Bros.; R. J. Riley, Forrest, Riley & Wallace; E. E. Rollins, Kankakee, Risser-Rollins Company; J. C. Roe, Hays; J. H. Ruenstief, Freeport, Ruenstief & Co.

S

C. B. Saner, Dana, C. G. Saner & Son; John Schultz, Beardstown, Schultz-Boujon & Co.; A. P. Shautz, Lexington; W. L. Shellabarger, Decatur, Shellabarger Elevator Co.; U. J. Sinclair, Ashland, Edwin Beggs; J. P. Sledge, Champaign; E. P. Smith, Decatur, E. P. Smith Company; R. J. Sullivan, Sheldon; W. Lawrence Smith, Sheldon; Henry Stanbery, Bloomington, Rogers Grain Co.; H. A. Stoler, Wenona, Taggart & Stotler; Thos. Sudduth, Springfield.

T

E. C. Taylor and S. C. Taylor, Kankakee, Taylor Bros.; L. A. Tripp, Assumption, Assumption Grain Co.

S. A. Trotter, Coal City, John Trotter & Sons; Mrs. W. M. Tullock, Urbana.

V

L. G. Vincent and E. S. Vincent, Odell.

W

C. H. Wade, Paris; J. R. Wagner and wife, Metamora; Geo. W. Walker, Gibson City, Geo. W. Walker & Co.; J. F. Wallace, Forrest; E. M. Wayne, Delavan, Wayne Brothers Grain Company; W. A. Webb and wife, Weldon; W. M. Webster, Poplar Grove; H. P. Worden, Fairmount; Wm. Wykle, Mahomet.

## CHICAGO

J. M. Adam, Rosenbaum Bros.; R. E. Andrews, P. H. Schifflin & Co.; Edw. Andrew, Nash-Wright Grain Company.

F. M. Baker, Baker & Traxler; B. K. Black, M. L. Vehon & Co.; Herbert J. Blum, Gardiner B. Van Ness; Thos. E. Boyle, Geo. S. Fox & Co.; H. A. Brown, Seed Trade Reporting Bureau.

H. S. Carroll; F. Cheattle, Hulburd, Warren & Chandler; E. M. Combs, J. C. Shaffer & Co.

Geo. S. Fox, Geo. S. Fox & Co.; R. G. Freymark, J. P. Griffin & Co.

Adolph Gerstenberg, Gerstenberg & Co.; Frank Glover, H. W. Rogers & Bro.; P. S. Goodman, Clement Curtis Company; Geo. S. Green, Illinois Seed Co.

Herman Hahn, Gerstenberg & Co.; Gordon Hannah, Pope & Eckhardt Co.; M. C. Hobart, Rumsey & Co.; C. T. Hulburd, Hulburd, Warren & Chandler; Edward Hymers, Pope & Eckhardt Co.

E. A. James, Armour Grain Company; J. A. Jamieson, Nash-Wright Grain Company; Wm. G. Joyce, N. P. C. Co.

Nathan Lederer; Chas. Lyons, Lamson Brothers Company.

Geo. F. McNulty, J. H. Dole & Co.; Jas. M. Maguire, F. J. Delany; Geo. B. Marvle, Carl F. W. Pfeiffer; E. V. Maltby; H. L. Miller, Requa Brothers; F. A. Miller, J. E. Bennett & Co.

H. H. Newell, Rogers Grain Company.

Arthur T. Palmer, G. S. Mann; Edward Plagge, Carhart Code Harwood Company; J. H. Powell.

James H. Rawleigh, Nash-Wright Grain Company; H. J. Roger, Lamson Bros. Company; Israel P. Rumsey, Rumsey & Co.

H. R. Sawyer, J. H. Dole & Co.; P. H. Schifflin, P. H. Schifflin & Co., Inc.; Albert J. Smith; Harry G. Smith; F. D. Stevers, Geo. H. Sidwell Company.

C. H. Thayer, C. H. Thayer & Co.; B. F. Traxler, Baker & Traxler

Gardiner B. VanNess; M. L. Vehon, M. L. Vehon & Co. J. A. Waring, Hulburd, Warren & Chandler; Otto Waitzmann, Rosenbaum Bros.; J. W. Webster, Gerstenberg & Co.; Hugh Welter, Beach-Wickham Grain Company; John N. Wemond; W. A. Werner, Sawers Grain Company; O. C. White, P. H. Schifflin & Co.; A. E. Wood, E. W. Bailey & Co.

E. H. Young, W. A. Fraser & Co

## CONSTRUCTION OF B. & O. ELEVATOR POSTPONED

Work on the new 875,000-bushel elevator of the Baltimore & Ohio Railroad in Chicago, details of which were reported in the May issue of the "American Grain Trade," has been indefinitely postponed. Not only had the site been selected at the junction of Ninety-sixth Street and the Baltimore & Ohio tracks, but part of the foundation had been laid by James Stewart & Co. of Chicago, who were awarded the contract.

Although no specific reasons have been assigned, it is understood that officials of the railroad concluded that a delay in making this addition to the company's facilities would work no immediate handicap. A statement made by the assistant to the president of the railroad company says that the project has not been abandoned by any means, and that a decision to resume operations may be reached at any time. It is considered probable that construction work will again be commenced at an early date, although the elevator will not be completed in time to receive grain next fall, as was the original intention.



THE AUDIENCE AT THE ENTERTAINMENT AND SMOKER GIVEN BY THE CHICAGO BOARD OF TRADE IN THE RED ROOM, TUESDAY EVENING



## Tri-State Dealers Hold Spring Conference

Good Attendance at Lima Meeting—Crop Outlook Chief Topic of Discussion—Alfalfa Talk is Feature—Business Practices—Market Prices—Scale Inspection Work

The regular spring grain trade conference of the Tri-State Grain Produce Dealers' Association was held at Lima, Ohio, May 16, attended by about one hundred twenty shippers from northwestern Ohio, northeastern Indiana and southeastern Michigan. Coming as it did toward the end of the grain movement and after the spring crops had started to grow, the shippers were anxious to get a line on the crop situation from their fellow members. The program was arranged to bring out the desired information both in papers and general discussion. The meeting was held in the luxurious quarters of the Lima Club, recently opened.

President S. L. Rice being absent at the opening of the morning session, Secretary Riddle called the meeting to order, and J. E. Wells of Quincy, Ohio, was chosen chairman by acclamation.

The first part of the program was devoted to a discussion relative to the growing crops. The general expression of opinion was that oats had been all sown and looking fine, and that a crop of 85 per cent was expected. The reports on corn in the various counties were that one-third to one-half had been planted, with an expectation of 85 per cent normal crop. Wheat acreage is about two-thirds on account of poor crop last year, with condition 100 per cent. The rye crop is a failure. Barley has been one-half planted, with an acreage of one-half of that last year.

The beet question was touched upon, and L. W. Baker of Haviland, Ohio, highly recommended the raising of this product on account of the wonderful results obtained in rotating crops with beet planting and the fact that it means more oats.

Mr. Brown, scale inspector, had been called out on an emergency job and was therefore unable to submit a report on the valuable services his department gives to the grain dealers.

"Two towns have been scheduled for Mr. Brown beginning July 1," said Secretary Riddle. "The town just completed gave the best scale inspection and repair service we have enjoyed in years and at one-half the cost. Scale inspection and repair service is the most important matter in the category of the grain business. Inspection certificates by the official inspector should be filed with the secretary to be regarded as confidential. It will greatly assist the shipper in making and straightening out claims. Railroads have more respect for elevator operators and millers in northwestern Ohio on account of scale inspection service than in other territory."

It was conceded that 90 per cent of the elevator operators pay according to card figures contained in T. P. Riddle's Daily Market Information Card, which is based on the Toledo market.

L. W. Baker of Haviland, Ohio, stated that he allows 3 and a fraction cents on oats and 4 cents on corn based on the Toledo market price.

### AFTERNOON SESSION

President S. L. Rice called the meeting to order at 1:30 p. m. and announced as the subject for discussion "The Equity and Necessity of Uniform Prices and Practices."

Secretary Riddle reported that uniform prices and practices are observed by two-thirds of the elevator operators in the association, and that the only way the grain men can get along smoothly is to stick together on prices and practices. The Farmers' Elevator Company of Jewell, Ohio, was cited as an example of praiseworthy business methods.

President Rice suggested that local differences should be settled by the county locals. C. T. Pierce believed that if shippers would stick to the card prices everything would go smoothly.

On account of Hon. A. P. Sandles, secretary of the State Board of Agriculture, not being able to be present, the topic he was to discuss, "Dirt and Dollars," had to be omitted. Secretary Riddle,

however, stated that the organization had been promised an address by Mr. Sandles at some future conference.

The leading feature of the meeting was the address by C. H. Allen, Chicago, field representative of Prof. P. S. Holden, Chicago, the topic being "How the Introduction of Alfalfa Will Affect Grain Dealers." Mr. Allen spoke as follows:

I would like to say before I begin on my alfalfa talk that I have been more or less interested in this association ever since it was formed. I saw it practically born and I have been with it through its trials and tribulations, and I have seen the troubles that you had through our section, Paulding County, when Mr. Riddle was over there half his time to straighten out crooked things. I have been very much interested in the good work which this association is doing, not only for the grain dealer, but also for the farmer. You have realized that the soil is the source from which your living comes. You have taken up this Boy's Corn Growing Contest work. What is the main idea under all of it? It is not sending the boy to Washington. You are taking right to the farm the knowledge that is necessary to increase the crops that come from our soil. You can't expect the old men to take up with these new methods, but you are going to get results through the boys. If the yield of our farms can be increased only 5 bushels to the acre, what an immense amount it will mean not only to you people, but to the farmers and the people who live in the cities.

Now let us look a little into the history of alfalfa. I remember in reading our histories that the Mohawk Valley of New York was the wonder of Europe for its fertility. Now all of its fertility is gone, having been shipped in grain to Europe. We are doing the same thing here in Ohio, shipping out all of our fertility. I learned today that one of the railroads running into Canada is taking thousands of people up there to follow this same system of agriculture. We have come to the point where Uncle Sam has no more land to give away. If we want to increase our yields it will have to be by increased production per acre.

The last census shows us this one point—that in the last ten years we have increased in population 81 per cent and have increased in cultivated lands only 21 per cent. Every year we have 1,800,000 more mouths to feed and, according to the census, every new mouth, whether born here or comes from Europe, takes 5½ acres of land to support. That's what brings the high cost of living. Now all the time we have been taking the fertility out of the soil and shipping it away. That has been the policy of the farmers of the United States. We have to stop that kind of work. We must turn around and make two blades of grass grow where one grew before if we do not want our children to starve.

### ALFALFA ON EVERY FARM.

This brings me to the subject of alfalfa. A few years ago, when I was trying to introduce sugar beets in Ohio, I was opposed in all directions because the elevator men took the stand that if sugar beets were introduced they would not have the grain that they had been getting. I laughed at them, because it would increase the yield of crops grown on that land each year. Now we are trying to put alfalfa on every farm in the state of Ohio to increase the yield. We are doing that for two reasons.

Sometimes personal experience goes a long way in convincing a person what a man is talking about. Last year I had the pleasure of a visit to a farm in central Ohio three times. This farm is located on a stony hill from which farmers can be seen plowing a mile away. There wasn't an acre on that farm that I would have given \$25 an acre for, and yet that man was making 6 per cent on \$500 an acre. He was raising corn on that hill that averaged over 100 bushels to the acre. And when we talk about the boys of Ohio exceeding the men, they did, with the exception of Joe Wing, as he raised 125 bushels per acre. When I saw the results from that farm, I said that the same thing could be done on every farm in Ohio. Joe Wing did it by alfalfa. I don't know of anything that will increase crops like alfalfa will. I just got a report from Kansas that this year Kansas will raise more grain than they did last year, and they have millions of acres in alfalfa.

I think the elevator operators of Ohio should use every possible means to induce the farmers to raise alfalfa, because it is going to be to their interests and to their pockets to do so. There are three things in the land that go to make up a crop, nitrogen, potash and phosphorus. You must have these. They are contained in all commercial fertilizer. But there is one other thing that you must do to get results. You must have something there that will hold the water, so that those three things will be soluble in the water, so that the plant will get its necessary food. Therefore you must have a decayed animal or vegetable matter to do

it. If you do not have the humus you will not get the crop. Northwestern Ohio needs drainage and humus in the ground to increase the crops.

If you want to make any money with your elevators you must assist the farmers to introduce these new methods of increasing their yields. It can be done by the use of alfalfa. It can also be done by raising stock on our lands, but that will cut out the grain men, because the bulk of the crops will be fed to the stock. So it is to your interest to introduce a system of agriculture that will make the soil more fertile.

### ALFALFA MOVEMENT IN OHIO STARTED.

We have started the alfalfa movement in Ohio. We go no place unless invited. We ask nothing for our services. All that we ask is that we are fed and lodged while we are in the county. In addition, we make this proposition wherever we stop, that wherever twenty men can be secured who will agree to put in from one to ten acres of alfalfa we send a man free of charge to assist in the work, the only requirement being that he be fed and lodged while there. We do not stop merely in the state of Ohio. The state of Michigan has taken the matter up with a great deal of interest. Twenty-two counties are anxious for us to make a tour of their counties. But I am especially interested in Ohio and am anxious to see your yields increased. We are a little behind the other states, and I do not believe there is anything we can do that will mean as much to our future agriculture as this.

This movement should be handled through the Crop Improvement Societies, wherever the county has one. I had the pleasure of assisting in the formation of one of these societies in Ohio. We are assisting the Department of Agriculture, the College of Agriculture and the Experiment Station as much as we can.

I have been very greatly pleased to receive quite a number of letters from different elevator men giving us the names of alfalfa growers. I will state here that there is to be a meeting of the alfalfa growers of the state on the farm of Joseph E. Wing, Mechanicsburg, on the 28th day of May. Governor Cox, A. P. Sandles, Dr. Thorne, Dean Price and Prof. Holden will be there, and I believe it would be to the best interests of each one of you to be present at the time. We are trying to make that one of the greatest agricultural meetings of the year.

The address was followed by a spirited discussion upon several points of interest. The erroneous idea of alfalfa roots stopping tilling was temporarily dismissed when Mr. Allen offered to pay \$150 for expenses to anyone who would go to see the man who reported such a case on his farm.

H. G. Pollock said a good method to inoculate ground with alfalfa is to mix a portion of alfalfa seed with clover or timothy seed. Three or four cuttings of alfalfa a year will raise double the tonnage that clover will.

Comparing the prices for alfalfa it was found that the price at Pittsburgh is \$22 per ton, or \$8 a ton more than present market price of clover. The Baltimore market price is \$6 more than clover, \$12 more than timothy.

Immediately after the alfalfa discussion the meeting was adjourned.

### THE ATTENDANCE

Besides the members of the association there were present a number of representatives from the various terminal markets, as follows: Harry Cuddeback, H. D. Raddatz & Co., Toledo; H. G. Morgan, H. G. Morgan & Co., Pittsburgh; Samuel Walton, Jr., Samuel Walton Co., Pittsburgh; J. A. A. Geidel, D. G. Stewart & Geidel, Pittsburgh; Jos. A. McCaffrey, Daniel McCaffrey's Sons Co., Pittsburgh; T. H. Mitchell, Goemann Grain Co., Toledo; Roy V. Harper, J. W. Smith & Co., Pittsburgh; H. E. Elgert, J. A. Manger & Co., Baltimore, Md. Machinery Houses: M. J. Young, The Philip Smith Mfg. Co., Sidney, Ohio; Chas. H. Allen, International Harvester Company, Chicago; J. W. Luscombe, Southworth & Co., Toledo.

The floating grain dryer *Helena* was taken to Buffalo, immediately after the disastrous Erie Elevator fire to dry out all of the 600,000 bushels of grain which had been stored there. A large part of the grain was saved, it is reported, by this prompt action.

A 40,000-ton grain elevator and two five-floor transit sheds with 33,000 square yards area, are now in course of construction at Manchester, England. Grain will be discharged upon six band conveyors and carried to the elevator for distribution into 341 bins. The sheds will be completed in November of the present year and the elevator in April, 1914.



# Annual Meeting of Oklahoma Grain Dealers

**Crop Conditions Discussed—Pending Federal Grain Legislation—Profits from Pure Seed Wheat—The Grain Car Situation—Employers' Liability Law—Changes in Trade Rules—Old Officers Re-elected**

A splendid attendance was recorded at the sixteenth annual meeting of the Oklahoma Grain Dealers' Association held at Oklahoma City on May 20 and 21. President R. H. Drennan called the first session to order on Tuesday, May 20, at 2:30 p. m. in the Assembly Room of the Skervin Hotel. After a few introductory remarks in which the president called attention to the work of the association in obtaining improved transportation facilities and lower rates, he introduced Mayor Whit M. Grant of Oklahoma City, who delivered the following address of welcome:

It is with unfeigned pleasure that I am afforded the privilege of welcoming you to our city; especially as it is only a short time since I was one of you.

I am now with you as cordially as when I was a member of your association. I was in the grain business ahead of most of you in this country. I was in it when Oklahoma City was the center of the wheat belt, as it is now the center of commerce. I was in it when the farmers had to hunt somebody to buy grain, and when the purchaser had nowhere to put it except to pile it on the ground, and sell it when he could.

I have seen the grain belt leave this part of the state and go so far west that many early in the business here thought the state had stopped growing grain and quit the business. I have seen the business grow from its infancy to that point where it is handled by the best of machinery, in the best of elevators, and the best of transportation facilities the country affords; and to a point where it is handled on the best of business principles.

I have seen your organizations grow from a few members who constantly struggled for a quorum, to a magnificent business organization of intelligent, progressive men who can now compete with all the world. I have witnessed your efforts to keep up your organizations and have aided in so framing your work as to avoid the entanglements of the anti-trust laws; and I am proud of the fact that you have achieved your present commercial importance, and steered clear of all legal complications.

Oklahoma City is proud of your organization and is pleased to extend you the glad hand of welcome, and I am proud of the privilege of having the honor of extending to you this welcome as the first mayor under the commission form of government. We are pleased to have you meet here and exchange information as to crops, business, etc., thus benefiting both you and us.

We are perhaps better prepared to entertain you than any other city in the state, and we want to do it that you will be glad you came, and will be glad to come again, and I assure you we will always be glad to have you come.

I can not speak for any other authority than that of the city over which I have the honor to preside, but I think you will find them all your friends, and so far as the city is concerned it is wide open to you, the keys are yours, enjoy yourselves as your tastes dictate, and if you are not treated right, or you can't find what you want, let me know and I will see that you are satisfied and protected to the limit. Stay with us as long as you can, and when you leave go to your homes assured that Oklahoma City is your friend, and cherishes the friendship of each of you.

J. L. Ford of Shawnee responded to the address in a few well chosen words, saying in part:

"It is gratifying to have such hearty words of welcome extended by one of our old-time associates, Mayor Grant. I have been in business twelve years and have had many experiences. I know of no line of business that is founded upon better business principles than the Oklahoma Grain Dealers' Ass'n, and we should guard our honor. No state has progressed faster than our old Oklahoma, and we have the spirit of the age, in the better preparing of the soil, more care in the selection of the seed and better elevator facilities. Our millers are producing better flour and it is our aim to work for the better conditions and closer harmony with the producer. We appreciate the loyal and hearty welcome of Mayor Grant."

George A. Henshaw, chairman of the State Corporation Commission, spoke at some length upon "The Box Car Situation." In the course of his address he said:

"Very few railroad companies can afford to have enough cars to move promptly all the freight offered during the rush months because many of

those cars must remain in idleness most of the year. The question is, how many cars should we have to meet the demand. With the prospects for an average grain crop, the Rock Island assures us they will put in service 5,000 cars. Other roads will have additional equipment. I wish to impress upon you the importance of releasing equipment. In California the demurrage is \$6 per day, Oklahoma \$3, but California shippers paid less demurrage last year than we. I find many hucksters keep cars for storage, for it is cheaper to pay the demurrage.

"Last year some of you grain men lost 5 and 6 cents a bushel because you could not get cars. We find that all the large railroad systems going through the state have virtually the same number of cars per mile of track. The average movement of cars last year was twenty-three miles per day, but the roads should move cars faster. If we can get faster movement per day, it means the release



SECRETARY-TREASURER C. F. PROUTY  
Oklahoma City.

of much equipment. This year we are not going to excuse the railroads, but insist on better service. They have been thoroughly warned and promised to have enough equipment in the state."

## EMPLOYERS' LIABILITY LAW.

A long discussion followed the reading of this paper after which W. D. Ashdon, Assistant State Labor Commissioner, spoke on the Employers' Liability Law, saying in part:

"This question has not reached you grain dealers because you have never had any accidents. Such laws are now in force in eighteen states. Under the law in this state, if you have an accident you will have a lawsuit and expense, even though the injured cannot prove the case. You can protect yourself by liability insurance. Out of your premium paid, only 25 per cent goes to the injured, while the balance goes to the attorney, liability company and for court costs. This law breeds accidents."

"Knute Knudson," otherwise known as William Murphy of Kansas City, was introduced and entertained the dealers with a few of his inimitable dialect stories.

President T. G. Moore, of the Texas Grain Dealers' Association, who was present, spoke of the crop conditions, predicting smaller crops of wheat and oats in Texas, and that Texas must come to Oklahoma for grain. He went on to say:

"We have in Ft. Worth an Inspection Depart-

ment, just as fair as it can be made. We have a grain appeals committee and you can appeal to it and get justice. There are other reforms; we passed a rule to accept and apply on contract grain that does not grade, and accept it at one grade lower (unless it is specified in the contract that lower grades are not acceptable) at regular market difference on day of arrival. We want you to feel that you are getting a square deal at Ft. Worth. When you doubt, take it up with us."

## PROFITS FROM PURE SEED WHEAT.

H. N. Cottrell, Agricultural Commissioner of the Rock Island Lines, delivered an interesting address upon the subject, "Profits from Pure Seed Wheat." This address in part was as follows:

In the five months ending March 31, 1913, 2,500 people left Oklahoma on one of its trunk lines of railroad for Montana and Canada. Assuming that this is the average for each of the six chief railroads of the state, and the road carrying this number does not have as much mileage in the state as some of the other roads, there were 15,000 people left Oklahoma last winter to go to the Northwest.

They went to raise wheat and left this state because they thought they could make more money raising wheat in the Northwest than they have been making raising this crop in Oklahoma. Yet, if the right methods are followed, more money can be made here per acre, per farm and per man raising wheat than can be made in the Northwest. It should be the business of the Grain Dealers' and the Millers' State Associations and of each member, personally, to induce Oklahoma farmers to adopt such profitable methods of growing wheat that this movement out of the state will stop. I will give a few suggestions of how this may be done.

Every grain dealer and miller in the state should induce each wheat grower in his territory to have the disks on his disk harrow well sharpened before harvest. The disk harrow should follow directly behind the blinder, putting a good mulch on the soil before the grain is shocked. Wheat land left untouched after harvest will lose by evaporation, moisture equal to an inch of rain fall a week. Disking stops this loss.

All wheat should be stacked. The average loss in Oklahoma by leaving wheat in the shock is from 3 to 8 cents a bushel. The total loss to the farmers of the state is over one million dollars a year by exposure of wheat in the shock. Wheat left in the shock until threshed loses in weight per bushel, in yield of flour per bushel, in loaves of bread from each barrel of flour and in size of loaf from each pound of flour. Leaving wheat in the shock brings a heavy loss to the grower, the grain dealer, the miller, the baker and the consumer. It has caused more loss in Oklahoma the past five years than chinch bugs, green bugs and Hessian fly.

Oklahoma wheat in 1910 was plump and large and much of it weighed 62 pounds to the bushel as it came from the thresher. It was ready to ship the latter part of June. The year before the wheat in the Northwest was badly damaged by frost so that Northwestern and Eastern mills did not have enough wheat to fill their flour orders. They expected to get the crop from Oklahoma as it was the earliest on the market.

Buyers from the mills at Minneapolis, Chicago, Butte and even as far east as Boston came down to Oklahoma, got samples of this heavy plump, fine appearing wheat and sent them to their mills for testing. We never heard of them afterwards. There were days when not 10 cars of Oklahoma wheat went north of Kansas City.

I knew something was the matter and I went to Minneapolis to find what it was. When I arrived, one of the mills had just completed a baking test of this heavy, plump, Oklahoma wheat. It made 360 one-pound loaves to the barrel of flour. The Minneapolis mills were guaranteeing 320 one-pound loaves and said that one shipment of flour made from this wheat would kill their trade. The same conditions were found true by other northern and eastern mills.

At Kansas City during the time when 1,800 cars of Oklahoma wheat was received, only one car showed a loaf production of 320 one-pound loaves per barrel of flour. That car was pure Turkey Red wheat raised at Okene.

The wheat experts of these large mills who had refused to buy Oklahoma wheat said that pure hard Turkey Red wheat grown in Oklahoma was a good wheat and would produce as much flour and as many loaves of bread, and bread of as good a quality as would the best wheat from any other state or country in the world.

They said that the trouble with the bulk of the wheat in Oklahoma is that it is a mongrel wheat. Many of the farmers raise hard and soft wheat on the same farms. Several varieties of wheat are grown in the same community. These conditions have been continued for years. The threshing machines mixing all kinds as they go from farm to farm until a mongrel wheat has been produced. Mongrel wheat, the world over, in a favorable year is large, plump and heavy but the flour from it lacks rising strength and produces too few loaves. The remedy: plant pure hard Turkey Red wheat.

The 1912 crop of Oklahoma wheat was of better quality than that raised in 1910 but a large proportion of it was low in loaf producing capacity. Laboratory ex-



pers who test the baking qualities of the flour from wheats all over the country say that while much of the Oklahoma wheat has a good percentage of gluten, yet the gluten lacks elasticity. The result is too few loaves per barrel of flour. A fault which makes bakers generally reject flour from Oklahoma wheat and confine the sale of this flour to family trade.

There is a heavy loss in milling this mongrel wheat. Four bushels and 25 pounds of pure Turkey Red hard wheat will make a barrel of flour. The records of many mills in Oklahoma show that it takes five bushels of some of this mongrel wheat to make a barrel of flour—a loss of over two and a half tons of flour from each car load of wheat because the wheat is not pure hard Turkey Red. This loss is taken out of the prices paid the grower for his wheat.

I have consulted with state and United States flour and wheat experts and from their statements make the following suggestions for securing the seed wheat that is needed in Oklahoma.

First: Save all the pure hard Turkey Red wheat grown in the state that shows the standard baking requirements. Such wheat grown at home and developing these qualities under local conditions is better than any seed that can be secured outside the state.

Second: Secure a good supply of pure hard Turkey Red wheat that is grown in Kansas. Conditions are similar to those in Oklahoma and such seed can be secured cheap enough to supply the bulk of the wheat seeding in Oklahoma.

Third: Get a few car loads of pure hard Turkey Red wheat from the Plains districts of Montana. This wheat is grown under severe dry land conditions, having severe winters. Such seed can not be generally used for the whole state. Some community having heavy, hard lands and where the wheat growers are good farmers should secure Montana seed each year and sell the crop from it to growers in other parts of Oklahoma. This will insure the constant introduction of a vigorous, hardy, productive strain. The farmers of Garfield country are among the best in the state and their soil conditions are right for this kind of seed growing. I have thought they could best take up this plan of introducing a vigorous strain.

Oklahoma is on the border between the soft and hard winter wheat districts. The warm summer climate tends to produce a wheat with too much starch and too little gluten and it seems probable that it will always be necessary to occasionally renew the seed, securing wheat grown in a colder, more severe winter climate.

#### PENDING GRAIN LEGISLATION.

John L. Messmore, president of the Merchants' Exchange of St. Louis, was unable to be present but his address on "Pending Federal Legislation Affecting the Grain Trade" was read by H. G. Craft, as follows:

One of the peculiar features coincident with the grain trade is the recurrent agitation by newly elected members of Congress of anti-option legislation or proposed legislation affecting trading in grain for future delivery. Usually the men who draw up these bills are men who have never been in a Board of Trade, or know nothing of the fundamental principles of trade. They are generally illy advised, either by some one who has been speculating beyond their means, or by those who want conditions made so easy that brains and experience in business count for naught. In every line of human endeavor a certain amount of training, education and experience is necessary to carry that occupation to a successful issue. One thing that "would-be" reformers seem to be unable to do, and that is to recognize the difference between speculation and gambling. That there is a difference all thinking men will agree—speculation is a venture based on calculation—gambling is blind chance. The law makes this distinction, it recognizes speculation—it condemns gambling.

Mr. J. R. Keene has said: "Speculation is responsible for civilization's progress in every country in the world. Without it in our own land, population and wealth would represent but a third of what they do today; science and invention would be back 100 years, and the immeasurable aid our country has given, through its wonderful development, to the teeming and half-fed population of the older countries would still be in the womb of the future. I mean to say, that without speculation, initiative and enterprise would cease, business decay, values decline and the country would go back twenty years in less than one. Take for instance the whole field of insurance—fire, marine and life. They seemingly present to the casual view the greatest of all hazards, yet this most beneficent speculation, which engages the capital of corporations and individuals has been so thoroughly demonstrated that except in years of pestilence, earthquakes and wars it is probably as safe an investment as can be found."

#### SUPREME COURT DECISION.

The United States Supreme Court, in a decision given May 8, 1905, relating to the buying and selling of grain for future delivery, said: "People will endeavor to forecast the future and to make agreements according to their prophecy. Speculation of this kind by competent men is the self-adjustment of society to the probable. Its value is well known as a means of avoiding or mitigating catastrophes, equalizing prices and providing for periods of want. It is true that the success of the

strong induces imitation by the weak, and that incompetent persons bring themselves to ruin by undertaking to speculate in their turn. But legislatures and courts generally have recognized that the natural evolutions of a complex society are to be touched only with a very cautious hand, and that such coarse attempts at a remedy for the waste incident to every social function as a simple prohibition and laws to stop its being, are harmful and vain."

Judge Grosscup, of the United States Federal Court, giving a decision in a case (88 Fed., 868) relating to the legitimate established boards of trade, said: "They balance like the governor of an engine the otherwise erratic course of prices. They focus intelligence from all lands and the prospects for the whole year by bringing together minds trained to weigh such intelligence and to forecast the prospects. They tend to steady the markets more nearly to their right level than if left to chance and unhindered manipulation."

In 1896 the Agrarian element in the Reichstag of Germany succeeded in passing a law abolishing the Produce section of the Bourse and stopping the trading in grain for future delivery. As soon as this law went into effect the grain trade of Germany was in a state of chaos. In a short time the German farmers found they were not getting as much for their grain as farmers in other countries and that the provincial dealers were charging higher premiums for their increased risks, growing out of the lack of Berlin quotations. The government at once recognized the disadvantages arising from all business interests and opened negotiations for re-establishing the Bourse. These negotiations were continued for nearly three years before all parties were ready to bury the hatchet which was done in Jan., 1900.

#### THE NECESSITY OF HEDGING.

A large part of the buying and selling for future delivery is in the form of "hedging" which is done by dealers, millers and exporters to protect themselves on purchases of cash grain in the country or sales of flour and grain for export. This enables them to work on a small margin, whereas without this protection they would have to work on a big margin which would come out of the price to the producer. Speculation broadens the market and makes world conditions the measure of values. Without it, producers and consumers would have to divide the risks of distribution between them. Take trading in future delivery out of the market, and we would soon see the big elevator concerns in one of the largest trusts in the country.

In the early days of the grain exchanges some abuses crept into the trade but these abuses have been eliminated and every exchange or board of trade is constantly watching conditions and passing just and equitable trade rules to conform to the times.

In the majority report of the Senate committee of the Minnesota Legislature in its recent investigation of the methods of the Minneapolis Chamber of Commerce, I quote the following: "Your committee finds that the Chamber of Commerce is an open, broad, competitive market, of advantage to the producers of grain; that 'hedging' through purchases and sales of grain for future delivery, against flour sold and wheat purchased, as practiced by millers and operators of elevators, serves a useful function in carrying and handling the grain crops; that by eliminating a risk it reduces to the minimum the cost of carrying and milling grain, and thereby the price margin between the producer and consumer, and that any legislation which would prevent such hedging would be detrimental to grain growers and consumers of grain products."

In conclusion I would urge upon you the necessity of posting your congressmen and senators as to the needs of the grain trade and insist that they vote against any legislation that may come up which would be detrimental to the business as now conducted.

Following this address, President Drennan announced a theater party on Tuesday evening and a banquet for Wednesday evening. Adjournment was then taken until 10 a. m., Wednesday.

#### WEDNESDAY MORNING SESSION

At the opening of the Wednesday morning session, John Fields, editor of the *Oklahoma Farm Journal*, made a brief address in which he spoke of the necessity of inducing farmers to give intelligent attention to the problems confronting them because the grain dealer's business is dependent upon the raising of good crops.

Vice-President Jesse Vadenburgh of Blackwell, talked upon the subject, "Who is Who in the Grain Trade." During the course of his address he said:

To be successful in the grain business, as well as any other business, we must have first of all that greatest of all assets, "Confidence of the people." This is not acquired by guessing right on the market, not by being a little smoother than the other fellow, but by being on the square, by dealing white. A needful asset is capital, and as we go on down the line we lay stress on facilities for handling and scale equipment. We jar about inspections at the terminal markets, we hold meetings, we send committees to Washington to intercede in behalf of freight rates, we petition our representatives and so often we put on the cap sheaf by turning our shipments, for which we have paid cash, to

some irresponsible receiver or dealer, who, void of capital, honesty or principle, simply uses your shipments as a stake. You'll find this same kind of an individual around the barber shops on Saturday night, trying to get his friends to stake him to 50 cents so he can try his hand again.

#### SQUARE DEALING AN ASSET.

We have a few such individuals in Oklahoma in the grain business (and I want to emphasize that word "few"). Don't misunderstand me, I would not for all the world throw anything in the way of the man of small capital. The mighty oak one day was a tiny twig. "Confidence gained by square dealings is the greatest of all assets."

I have no patience with the individual who in confidence may get my shipments by hanging out that red flag of ½ cent per bushel speculating on the market, knowing full well that in case of a reverse market the loss will fall back on the shipper.

If I can't stand the risk why should I speculate on my friend's capital. There is only one class that will do it, and that is the class that is a menace to the trade. It's against the rules of the company for which I work to speculate either in cash or futures, but I want to tell you that we have charged to profit and loss some substantial accounts on account of the speculation of others.

We should increase our membership. If you have a competitor who isn't a member, but should be, secure his application. If he should not be, notify our secretary. Some one has said, "Don't get too near your enemy. He may turn out to be a good fellow." Those who have ventured have found this to be a fact.

"Who is Who in Oklahoma?" It's the man who can smile, whose handshake is a real inspiration, the man who can look you square in the face and say, "I've been on the square with you." A man who is still blessed with human sympathy, and as a rule a member of our association. A safe one to tie to.

#### CROP CONDITIONS.

B. J. Hennessy, secretary of the State Board of Agriculture, followed with an interesting paper upon "Oklahoma Crop Conditions." In part Mr. Hennessy said:

In the settlement of Oklahoma she has been peculiarly fortunate from the standpoint of successful farming in the natural geographical location of her citizenship.

Had the cotton belt of the state been settled by farmers schooled only in the raising of wheat, oats and corn, the same agricultural disaster would have resulted as if the cotton farmer from Mississippi, Louisiana, Alabama and Texas had settled our northern and western counties where the principal crops include the smaller grains.

Although it is true that the methods brought with our people from their various states were applied to the conditions in which these people settled, this does not prove conclusively that there is such a vast difference in climatic conditions or the soil conditions within our own state that the products of one section are not indigenous to the other.

But be that as it may, we cannot perchance judge this matter until many faithful experiments have been tried, yet out of this general idea has evolved a system of imaginary lines that have become a part of agricultural religion which, in my judgment, is as empty as many of the mythological dogmas that took possession of their separate following in the days when time was still young.

#### THE DIVIDING LINE FALLACY.

These imaginary lines are more firmly fixed in the minds of many of our people than the tropics of Cancer and Capricorn or the equator, owing to lines of demarcation being augmented by convenient railway lines that intersect the various boundaries of our state.

For instance, the territory lying in Oklahoma west of the A., T. & S. F. Railroad and north of the Rock Island is considered and called the wheat and alfalfa belt of the state, while south and east of that formidable boundary is the section known as the corn and cotton country, and woe unto the man who has the temerity to invade that sacred precinct with any other kind of crop.

I can remember the time when the argument was put forth that there was no further cultivation necessary on the billowy plains of central Kansas than enough to secrete the tiny grains of wheat long enough for the same to sprout. I have seen fields reaching off to where the bend of the earth lost them to view, sowed in wheat, the fields of which had not felt the imprint of an implement, except a shovel cultivator and a light harrow. And true I have seen those same fields grow yellow in the July sunshine and yield the farmer as much as thirty bushels per acre.

But I have also seen in after years that the man whose farm was taken by the mortgage was the one who farmed that way, and I have seen that the farmer with the big white house, the windmills, the fences and immense red barn was the one who insisted all along that the ground for wheat should be prepared as carefully as that for corn or alfalfa.

#### CLEANING AND GRADING.

I have never seen wheat in large quantities that could not be helped by grading. In the very best there are



the large and smaller grains, and as the farmer keeps his largest stock to propagate his herd, so should the same farmer keep his larger grains for the perpetuity of his wheat fields.

Then, knowing the value of strong seed, the question arises, How can I get the best of my seed separated? The modern fanning mills will solve this problem and separate the grain, either in point of weight or size. This will also take out the various weed seeds and leave the small grain of just as much value for the markets. The time lost in this work is a very small matter, as the ordinary mill will take through about fifty bushels per hour.

#### CHINCH BUGS.

Chancellor Snow of the University of Kansas, at a time when the chinch bugs were mowing down the Kansas crops like grass before the sickle, in floundering about to find some relief for them thought he discovered an inoculation that would create an epidemic among the bugs that would cause them to drop off like hogs with the cholera or cattle with the black leg.

This set the prairies of Kansas afire and requests for the diseased bugs flooded the university, and these bugs were sent far and wide. The writer, then a boy on the farm, sent for those self-same bugs and threw them far and wide through the cornfields. What was his delight to find in a few days that many dead bugs were found lying about, but all these bugs had well-developed light gray wings. Seeking a book on entomology, he found that the life of a chinch bug is but a few short weeks and dies of old age almost on developing a full growth of wings.

Not satisfied with this, he tried again, and, pulling down the lower leaves of the growing corn, succeeded in capturing many quarts of the young bugs, which he put in large milk cans, and among them he put many inoculated bugs, giving them plenty of green on which to feed. A week passed; they were all strong. Ten days went by; they were still healthy, and I will say right here they never did die until they died of old age.

And I want to say here and now my experience has not taught me any confidence in this method of exterminating chinch bugs.

In view of the many theories of digging furrows and boring holes, of cutting portions of the crop and leaving it in piles from them to crawl under and get poisoned, I can only say that all of these methods are good as far as they go. The only remedy I have is prevention.

Everyone knows that the chinch bug comes from an egg, and it is estimated that one female bug will deposit a million eggs. These must be deposited somewhere in the fall for the crop the following spring. They are deposited in the hedgerows full of trash that should be raked out and burned; they are deposited in the stubble that should be turned under deep; they are deposited by the roadside. A month ago I could have taken you to a roadside almost anywhere and pulled up a handful of old grass close to the ground and counted you out from three hundred to a thousand chinch bugs in that one handful.

I would urge a chinch bug day every spring when everything in the way of trash would be burned and a general movement in this direction should become popular. The governor has urged this, and I hope you will all go back to your people and talk it. If there are a thousand chinch bugs in one handful of trash, kindly figure what insect destruction would take place if we could get a movement on foot that would cause the burning off of even twenty-five thousand miles of Oklahoma's roadside.

Upon motion a resolution was drawn up by a committee consisting of H. G. Craft, C. F. Prouty and J. S. Hutchins protesting against the clause in the Underwood Tariff Bill admitting flour free and placing a duty on wheat. The resolution was wired to Senators Gore and Owen at Washington.

H. B. Dorsey, Fort Worth, Texas, acting secretary of the Texas Grain Dealers' Association, extended a hearty invitation for those present to attend the annual meeting of his organization on May 27 and 28.

The following were appointed as a Committee on Nominations: J. S. Hutchins, Ponca City; William Randels, Enid; M. C. McCafferty, Calumet.

The meeting was then adjourned until 2 p. m.

#### WEDNESDAY AFTERNOON SESSION

The annual report of Secretary C. F. Prouty was read at the opening of the afternoon session. This was as follows:

Cheered by the beneficent smile of the Fair God of our beautiful land, we are met for the sixteenth time in our history for mutual pleasure and benefit. With Mother Nature in her kindest mood we can well rejoice and be glad, looking forward with hope and encouragement, and forgetting as we can the darker moods which lie behind.

In enumerating the different problems which have confronted us during the past year, I call your attention to the efforts put forth from this office as follows:

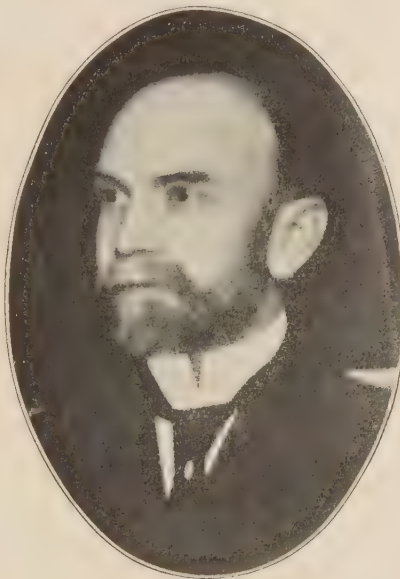
Northwestern Oklahoma, as most of you know, has been troubled more or less during the past few years

with smutty wheat, and in an attempt to remedy this condition we brought the matter before a district meeting at Woodward, when the subject was fully discussed, resulting in circulars being printed and distributed to the farmers throughout the entire infected district, urging the use of prescribed methods to eliminate smut from seed wheat. The result of these efforts can only be determined when the growing crop is harvested.

#### CAMPAIGN WAGED AGAINST CHINCH BUG.

It appears that eternal vigilance is the price of even a moiety of success, and so last fall we launched a determined campaign against our ever-present and most active enemy, the chinch bug. Urging the burning of all fields adjacent to growing wheat, we carried on our warfare from the office, and during the trip of the Better Seed Train over the Rock Island lines in the state distributed thousands of bills to the farmers. A conference and a call upon Governor Cruce resulted in his issuing a proclamation setting aside a week when such efforts to eliminate this pest should be state-wide. We were enabled to reach a great many of the grain producers of the state on this trip and feel deeply grateful to Mr. Cottrell and the Rock Island road, whose guest we were during those ten days.

This campaign for better seed is such a vital one that we cannot commend it too highly, and Mr. Cottrell's contention that the dealers would be greatly benefited should they arrange to furnish the farmers with a better class of seed wheat for planting this fall meets with our hearty approval. We would urge that some action be taken on this matter. Surely it would be



JOHN L. MESSMORE  
President of Merchants' Exchange, St. Louis.

bread cast upon the waters and would return to us many fold.

We can only add our voice to the cry which comes from all sections of the country regarding the shortage of cars during the past season. It certainly is aggravating when one has an elevator full of grain waiting to be shipped on contracts to see cars standing sidetracked filled with lumber and other unperishable commodities, and to be unable to procure any for one's own use. Such has been the condition in many localities, and as yet we have been unable to provide a remedy. It also seems scarcely right that equal service should be given to the man owning an elevator on the right of way, with facilities for rapid loading, and the one who must load cars only as he can purchase grain in comparatively small amounts, thus probably consuming many days in loading. We contend that grain on the right of way should have the preference, claiming that if the common carrier has a right to charge for the use of their right of way, they should be required to furnish proper equipment to carry on such business.

We would be glad to see the laws of Oklahoma put to a test where it is implicitly stated that such equipment shall be furnished or a penalty of one dollar a day and damages be assessed for failure to comply therewith. A law which cannot be enforced is worse than no law at all, and we hope to see this tested in the near future. The Corporation Commission, in their rules governing these matters, specify that railroads shall furnish cars as demanded in writing, or, in case of a shortage, equal distribution of cars obtainable shall be made to all requiring such. Our contention is that the elevator man, paying for the use of the right of way, should be given a preference over irregular dealers. Whatever may be the solution of this problem, the need of some immediate remedy is stringent.

#### INTEREST CHARGES AT TERMINAL MARKETS.

Complaint is made against the different terminal exchanges charging interest on all grain other than consignments. While we admit that there may be justice

in charging interest on consignments, we hold that it is a poor rule which will not work both ways, and the shipper should be given the same right of interest when the conditions are reversed. We would like to have this subject brought up for discussion under the head of "Miscellaneous Business."

For the last two years we have been interested in a bill whereby foreign mutual insurance companies would be permitted to operate within the state. Such a bill was formulated at a joint meeting of millers and grain dealers, at which was present Mr. Glen Walker, chairman of the Legislative Committee of all mutual insurance Companies and our State Insurance Commissioner. This bill, introduced during the regular session of the Legislature, was so changed when it emerged from the hands of the Legislative Committee that it had become simply an amendment to the original bill and purely a mill and grain measure, not pertaining in any way to other lines of business. We were unable, though unceasing in our efforts, to get this measure up before the legislative body, and with the closing of the regular session it dies. Just where the opposition to the bill existed we are unable to say, but there was undoubtedly some undercurrent working against its passage all through the session.

#### DEFEAT OF COUNTY WEIGHER'S BILL.

In happy contrast to this, however, was the signal success achieved in the defeat of the County Weigher's Bill, a measure intended to place almost all farm products in the control of uninterested parties. This was purely a political question, and by concerted action with the leaders of the farmers' contingency of our legislature we were enabled to see this measure go down to ignominious defeat.

In this day and age there is little excuse for ignorance and it is a poor excuse for a man to say, "I did not know." Many of the trials and difficulties which harass our business life could be avoided were we willing to ascertain the standing, morally and financially, of the firms with whom we deal. Get acquainted with the dealers in our state and help reward the honest, reliable man by giving him some of your patronage, thus benefiting yourself as well by saving of delay, litigation and dissatisfaction.

We are making no recommendations of change in our present trade rules, preferring to leave this entirely with the Trade Rules Committee, which consists of our Arbitration Committee, and who are prepared to report to the convention. At our annual meeting a year ago the Arbitration Committee was vested with new power and it was decided that on account of the nature of their work they were in a better position to suggest changes in the rules which govern our business than anyone else. I hope you will give their report your careful consideration.

#### DISTRICT MEETINGS AND MEMBERSHIP GROWTH.

We have held more district meetings this year than ever before in the life of our association and have touched all the wheatgrowing sections of our state. These meetings have been well attended and were the means of adding thirty-one members to our list. Through these gatherings we are enabled to handle many local propositions which may or may not pertain to the association as a whole. They are, so to speak, the bone and sinew of the association, doing much toward holding the members together in friendly intercourse, which aids in eliminating local as well as general differences. We hope that a continuation of these district meetings during the present year will result in an equal measure of success.

We have not touched on the subject of arbitration, which is the mainstay of such associations as ours. A more thorough understanding of the efficacy and fairness of this means of settling differences has come to all, and, while we have had comparatively few cases to act upon this year, it is only on account of fewer differences and of the success of your secretary in settling amicably such controversies from this office.

Our membership has increased during the last year very materially, but there are yet dealers in various localities whose names should be on our lists. Speak a good word for the association, showing them wherein they will be benefited by joining its ranks, and thus help them as well as us. If you are not a member we cordially invite you to become one of us, feeling sure you will profit thereby. Our mission in life is to lend a helping hand and the aim of the association to give protection where it is needed, smoothing as we can the more or less rough paths of business activity.

#### ARBITRATION COMMITTEE REPORT.

The following report of the Arbitration Committee was submitted by U. F. Clemons, its chairman:

The members of our association are becoming much better posted on usages and trade rules, so that the work of the arbitration board is not nearly as great as it formerly was.

There have been only fifteen cases arising between our members this past year where it was impossible for those interested in them to arrive at a settlement without the assistance of disinterested parties.

Eight of those cases, involving amounts from \$100 to \$1,500, were settled by our secretary, which I consider very complimentary to him and an expression of the confidence and esteem in which the members of this association hold his judgment.



There have been only five cases submitted to the arbitration board of adjustment, and there are two cases still pending, that we would have handled had all the parties interested appeared.

The financial condition of this department is as follows:

There was on hand at the beginning of the year..\$ 5.00  
Received from arbitrations..... 50.00  
Total expenses of the arbitrations..... 44.60

Balance on hand.....\$10.40

## ELECTION OF OFFICERS.

The Committee on Nominations submitted its report, which was unanimously adopted, the following officers being elected:

PRESIDENT—R. H. Drennan, Oklahoma City.

VICE-PRESIDENT—Jesse Vandenburg, Blackwell.

SECRETARY-TREASURER—C. F. Prouty, Oklahoma City.

DIRECTORS—J. C. McChristy, Enid; G. A. Harbaugh, Alva; D. C. Kolp, Jr., Oklahoma City; Myron Humphries, Chickasha; C. F. Babcock, Stillwater.

ARBITRATION COMMITTEE—U. F. Clemons, Marshall; D. J. Donahoe, Poca City; J. J. Stinnett, Oklahoma City.

MEMBER TRI-STATE APPEAL BOARD—J. H. Shaw, Enid.

U. F. Clemons of the Arbitration Committee recommended that Rule 5 be amended to read as follows:

Specific number of days for time of shipment or arrivals on all contracts should always be mentioned. Shipments within any number of days shall mean calendar days. Where no time is specified it shall be understood to mean ten days' shipment.

After several persons had spoken in favor of the change, it was adopted.

It was also decided to amend Rule 7, dealing with incomplete contracts, to read as follows:

When the seller finds that he will not be able to complete a contract within the agreed limit it shall be his duty to so advise the purchaser by telephone or telegraph, whereupon it shall be the duty of the purchaser at once to elect, either to buy in, cancel the deficit or to extend the contract to cover said deficit. Should the seller fail to notify the purchaser of his (the seller's) inability to complete a contract for shipment, as in this rule above provided, the said contract shall remain in force, unless, and until, completed, extended, bought in or canceled. Upon failure to receive notice of shipment, within three days, after the expiration of the shipping limit, as specified in the contract, the purchaser shall elect, either to extend, buy in, or to cancel the contract, and shall notify the seller by wire that unless he (the purchaser) be in receipt of notice by wire within twenty-four hours, advising that shipment will be completed within forty-eight hours, he (the purchaser) will, at the expiration of said twenty-four hours at once proceed either to buy in or to cancel said contract, and to render a statement to the seller for all losses incurred.

The president was instructed to appoint a legislative committee of five members to work in harmony with the State Corporation Commission. This committee was also authorized to select a case where a shipper had lost money through his inability to fulfill his contract by reason of the railroads being unable to furnish cars, so that shipment could be made within the specified contract time, the idea being to test out the old territorial law, and if it was found inadequate to protect the shipper against such loss, that the legislative committee could have the opportunity of helping to draft a new law that would give protection.

The meeting then adjourned *sine die*.

the two men understood each other and that no reflection was intended by either one. He made a motion that it be the sentiment of the association that harmony continue to exist between the grain dealers and the Farmers' Union. The motion was carried unanimously.

The meeting was then adjourned for lunch.

## TUESDAY AFTERNOON SESSION

At the opening of the afternoon session President Moore named the following committees:

RESOLUTIONS—C. F. Witherspoon of Denton, Frank Kell of Wichita Falls and J. A. Hughes of Howe.

AMENDMENTS TO THE CONSTITUTION AND BY-LAWS—H. B. Dorsey of Fort Worth, W. W. Manning of Fort Worth and J. F. Wieser of Hico.

CHANGES IN TRADE RULES—B. E. Clements of Waco, A. B. Crouch of Temple and G. E. Cranz of Fort Worth.

## SECRETARY'S REPORT.

The report of G. J. Gibbs, secretary-treasurer, showed that the affairs of the association were in excellent condition.

Mr. Gibbs suffered a stroke of paralysis on November 28, 1912, and could not look after his duties until the first of this month. During that time the business was looked after by H. B. Dorsey, former president of the association, and Royce Taylor Dorsey, his son.

Following is the detailed report:

MEMBERSHIP.	
Members reported at the last annual meeting....	125
Admitted during the year.....	39
Reinstated .....	1
Total .....	165
Resigned during year.....	8
Suspended for non-payment of dues.....	6
Deceased .....	1
Expelled .....	2
Total .....	17
Total membership .....	148

RECEIPTS.	
On hand at last annual report.....	\$ 96.66
Received from membership fees.....	400.00
Received from dues.....	2,710.00
Received from ads and membership list.....	72.50
Received from deposit fees.....	1,015.04
Received from tri-state deposit fees.....	107.30
Received from telephone calls.....	1.25
Received from exchange account.....	2.35
Total .....	\$1,405.10

DISBURSEMENTS.	
Refunded on membership fees.....	\$ 10.00
Expense of Arbitration Committee.....	51.60
Expense of Executive Committee.....	85.40
Postage .....	140.40
Printing and stationery.....	129.70
Refunded on deposit fees.....	448.69
Refunded on tri-state deposit fees.....	117.30
Exchange paid .....	2.90
Paid office rent.....	240.00
Paid secretary's salary, May, 1912.....	150.00
Paid secretary's salary, June 1, 1912, to May 31, 1913 .....	1,800.00
Paid stenographer and office assistance.....	235.00
Telephone rent .....	60.00
Paid for 300 copies of Washington conference..	7.50
Paid secretary's traveling expenses, including trip to Washington conference.....	168.00
Difference in duplicating machine.....	16.50
Paid for newspapers for office.....	8.25
Telephone and telegraph tolls, mimeograph and sundry office supplies.....	118.60
Total .....	\$3,789.85

Balance on hand.....\$ 615.50

A. B. Crouch of Temple, chairman of the Arbitration Committee, reported that during the year it had referred to it forty-one cases, involving \$12,408.08.

Five cases, in which a total of \$446.47 was involved, were appealed to the Executive Committee, and in two cases, involving \$2,179.75, the parties interested refused to arbitrate. Seven cases remain on the docket, having been postponed from time to time for one reason or another.

L. G. Belew of Pilot Point, Texas, representative on the Tri-State Board of Appeals, reported that a generally better feeling prevailed among the members and that but six cases had been referred to the board, all of which had been settled.

# Texas Grain Dealers Assemble at Fort Worth

Large Attendance and Interesting Program—Economic Relations of Dealer and Producer—Transit Privileges—National Credit Bureau—Old Officers Are Re-elected

The fifteenth annual convention of the Texas Grain Dealers' Association, held at Fort Worth, Texas, on May 27 and 28, drew a big crowd. There were more than two hundred present when President T. G. Moore called the first session to order in the Westbrook Hotel at 10 a. m. Tuesday.

After an invocation by Dr. Herman W. Knickerbocker, pastor of the Central Methodist Episcopal Church South, Fort Worth, an address of welcome was delivered by Mayor R. F. Milam of Fort Worth. The response to the welcoming address was gracefully made by Second Vice-President W. M. Priddy of Wichita Falls.

Both R. H. Drennan, president of the Oklahoma Grain Dealers' Association, and Hon. Earle B. Mayfield, State Railroad Commissioner, who were on the program for speeches, were absent, and President Moore then delivered a brief address in which he reviewed the work of the association for the year, explaining that the details of the work would be included in the secretary's report.

## ATTACK ON MIDDLEMAN.

Hon. Peter Radford, president of the Texas Farmers' Union, attacked the middleman very strongly in his address on "The Economic Position of the Grain Dealer with Regard to the Producer." Mr. Radford said in part:

"I do not believe that the middleman is necessary under a correct system of distribution of farm products, but we have him just the same.

"The question is, how are we going to get rid of him? You can do that only by removing the cause that makes him possible. Speculation makes the middleman possible and it is the surplus products that makes speculation. Speculation can exist where the products enter the market faster than it is consumed.

"It will take organization, education and co-operation to put the middleman out of business, and the object of the Farmers' Educational and Co-operative Union is to bring this to pass. This can be done by getting grain raisers to build elevators and warehouses in which to store their products.

"This will take co-operation. If the grain raisers

will not do this, you cannot blame the grain dealer for doing what he is forced to do—hold the grain until it will pay to sell it. It is then that the legitimate speculator is a godsend to the producer.

"It now costs the farmer 56 cents on the dollar to market his products. This is too much.

"I do not expect to see perfection ever exist so long as these great problems are left for human minds to solve, but as we learn more of each other we will be better prepared to understand each others' needs and requirements, and then we will be in better condition to co-operate together for the common good of all."

The address provoked a warm discussion. Hon. John Z. Keel of Gainesville in reply said that every grain dealer was a middleman. Speaking at length on the same subject, Mr. Keel said that the middleman was not a product of modern times, but originated before Christ. For instance, Joseph in interpreting Pharaoh's dream and laying in a supply of grain was a middleman. Continuing, he said:

"This question cannot be intelligently discussed without referring to the conditions of our country in the past ten years compared with those preceding that period as regards the high cost of living in connection with the middleman, a class of citizenship which we represent.

"I claim that a middleman or broker is the cheapest and most reasonable man that can be employed, and that without any responsibility to the producer or consumer.

"We bend all of our efforts and our energy to find a market for his grain, and the difference between the buying and selling price is very small—in fact, so small that I can truthfully say that there are not three grain men in the state who make 12½ per cent on their investment, not taking into consideration the wear and tear and deterioration of their plants.

"Can you tell me that men who work assiduously almost day and night to find a market for the products we handle are a menace to the producer?"

After some more discussion, including a verbal tilt between the two speakers on the subject, Frank Kell of Wichita Falls stated that he did not think



## CROP REPORTS.

Verbal reports of crop conditions were taken up, members from all parts of the state being heard from. These reports indicated that the wheat and oats crop this year would be from 10 to 15 per cent below last year.

Frank Kell of Wichita Falls estimated this year's oat crop at 25,000,000 bushels, compared with 31,000,000 last year. This year's wheat crop he estimated at 11,000,000 bushels, compared with 13,000,000 last year.

J. Vining Taylor, secretary of the National Hay Association, then addressed the meeting on the subject, "Benefits of Organization and Advantages of a National Credit Bureau," as follows:

There is so much that could be said along these lines in favor of such a proposition that I must need limit my remarks to the fact of the importance of a credit bureau between organizations like yours and other state and national associations. It goes without saying that it would be of inestimable value to the members in general. Therefore, in explanation of such a plan, I beg to say it has been my hobby for a number of years to keep as complete a record as could be secured on firms who were not conducting their business along legitimate and commercial lines; who did not fill their contracts or pay their balances, giving our members the benefit of this information in personal circulars, this information being compiled at the end of our fiscal year and printed in our annual report. In this manner we have saved our members, I think we can safely say, thousands of dollars. But notwithstanding these warnings some of our members, in their greed for business, have been caught and stung (if you will pardon the language of the street)—stung good and proper. I have in mind a firm from Indiana and one operating in Ohio who have changed their names several times to throw off the unwary and innocent victims. These people have been operating along the same lines and seemingly with great success. Both have been listed in our annual report as being shady and printed in our bulletins. But even so, our members could not stand the tempting bait put out by these people. Barnum once said, and in truth, that there was a fool born every minute. Perhaps we could charge this to suit the occasion by using the word "sucker."

## PRINCIPAL OBJECT OF ORGANIZATION WORK.

It may not be amiss at this time and with your permission to touch upon the objects and purposes of the National Hay Association and, no doubt, these words may apply to your Texas organization as well. When in the early days of the Christian church, St. Paul wrote his epistles to the Corinthians, he had a two-fold purpose in mind, first, to get in touch and keep in touch with his followers, and through them, with the general public; second, to educate his people along the lines of that which he believed. This, gentlemen, as I interpret it, is the principal object of organization work in this day and age. The preamble of our association gives us very clearly what this organization stands for and the purpose of its existence:

"Having a desire to advance the general interests of its members, and especially those engaged in the production and handling of hay and straw—and wishing to inculcate just and equitable principles in trade—establish and maintain uniform grades of hay and straw, also to secure their adoption in the markets of the country, acquire, preserve and disseminate valuable business information, and with a view to avoid and adjust as far as practicable the controversies and misunderstandings which frequently arise between persons engaged in the same trade and with others, when they have no established rules to guide them—to facilitate business intercourse."

It should be the desire and purpose of every man within the hearing of my voice to follow insofar as practicable and possible the intent of this preamble. If we could do this, I believe much good would result. Pardon me for just a personal reference to our association work for the year 1911-12; in order to show you gentlemen just what can be accomplished through organized efforts, beg to state that two hundred and six cases were sent our office for adjustment; five of these cases went to the Arbitration Committee; out of the two hundred and six cases six members were suspended for refusing to arbitrate or abide by the decision of the committee. The remaining one hundred and ninety-five cases were disposed of and closed in a pleasant, amicable and satisfactory manner to all concerned in our office. Now, isn't this method of settlement much better than a long-drawn-out litigation? The answer comes quickly, "Yes." It leaves a better feeling between the parties interested and draws them closer together.

## THE CAUSE OF DISPUTES.

The question has been put to me time and again, "What causes these disputes and contentions?" To attempt to answer this fully would consume too much of your time, but in brief and to trace the whole matter back to its source, it is the lack of proper understanding at the time of trading, the failure to confirm purchases and sales, the absence of information as to the people with whom you are trading—I. e., as to their

responsibility, financial conditions, standing, etc.—which takes us back to our subject of a National Credit Bureau. Then, too, it is the grading of hay and grain that creates a great many of these disputes. But there is little use of my dwelling at length upon this subject, gentlemen. Something must be done, and done very soon, to overcome the breach that grows wider and further apart as the months go by between the shipper and receiver. Would that I were capable at this time of suggesting a solution to the problem, but I am free to confess that the subject has gone too far and is too deep for me. My idea of this bureau would be for each association to furnish all others agreeing to the plan information gathered by their respective secretaries, a clearance house, as it were. This could be worked out under some system later.

Again, however, the thought of organization comes to mind, and, as I said before, much good can be brought about along these lines and the old confidence between shipper and receiver, provided we follow the rules laid down by these different organizations. Not only is the National Hay Association, the Grain Dealers' National Association, the Texas Grain Dealers' Association and organizations of like character working to this end, but you gentlemen do not have to go very far back into history to recall the days of the Food and Drugs Act as promulgated by Dr. Wiley. Especially do some of you men of large affairs recall his interpretation of this act. This has been some time ago, but they were days of unceasing worry and unrest, and truly there was reason for this. But to make



PRESIDENT T. G. MOORE  
Fort Worth.

a long story short and to the point, who was it that went to Washington in your behalf and presented this matter to the powers that be and who demonstrated beyond the shadow of a doubt the unfairness of this law if put into effect as proposed by Dr. Wiley? Was it the layman, the individual firms or corporations? No, indeed. It was delegates from these different associations representing the business in which you are interested and representing you men. I refer to this, gentlemen, simply to show you the result of organized efforts. Not for one moment could you as an individual, or even as an organized company, have accomplished this.

## THE HAY CROP.

You men in attendance at this meeting, as I understand it, are interested in the grain trade. Undoubtedly you are also interested in the second great crop hay. It may not be amiss to give you at this time some figures on the preliminary estimate of the crop for the past three years. There were 72,691,000 tons—\$856,695,000 in 1912; 54,918,000 tons—\$784,926,000 for 1911, and 69,378,000 tons—\$842,252,000 in 1910, for the entire United States. This is not taking into consideration the large amount of second cutting, green grasses and rough forage used last year, which will increase the 1912 figures at least 10 per cent. So you see this gives us a crop of hay increased in value nearly \$72,000,000 over 1911. This comparison does not show up so badly with King Corn. In 1912 we produced 3,124,746,000 bushels—\$1,520,454,000; in 1911, 2,531,488,000—\$1,500,000, and in 1910 2,886,260 bushels—\$1,384,817,000. Of this enormous amount of hay there was a large proportion of it low grade, and it has taken a great deal of perseverance and persistence to dispose of same. This, too, has also created a great amount of arbitration work.

In speaking of persistence I am reminded of a story told on one of our ex-presidents, B. A. Dean, Auburn, N. Y. It is related that while he was on the farm he kept a large number of honey bees, and it was while watching these busy bees make honey that he developed

his wonderful persistency. He saw them out at the first break of day, gathering and storing away their sweetness until the day's end, and as night came on he noticed the lightning bug with his little lantern coming onto the scene and across the fields where the bees had gathered their honey. It was here that Barney met his Waterloo, for it is reported that he worked years in trying to cross the lightning bug and the honey bee, hoping that in doing this he would get his bees to work nights as well as days. However, the bee still retires with the setting sun and the lightning bug coming out with the stars gathers no honey.

## THE CREDIT BUREAU.

Now, going back just a moment to the hobby of our office, a "Credit Bureau." Too much stress cannot be placed upon this feature of organized work. The highways and byways are full of these vampires of the hay and grain trade, who are ready to suck the life-blood from the innocent and unwary. Our observation has been that if members of these different organizations would confine so far as practicable their business to fellow members, live up to the trade rules and heed the warnings sent out by the secretaries, at the end of the year the balance on the ledger would be on the profit side instead of in red figures.

I am sure that you gentlemen are believers in organization and business integrity. If you forget these, better that your right hand forget its cunning, better that your tongue cleave to the roof of your mouth. Saul of Tarsus in those dark days saw the light on the way to Damascus. Gentlemen, you are living in a more blessed age of the world's experience. Out of the ether that surrounded him came a voice, "Why persecutest thou me?" Saul heard that voice and, best of all, Saul heeded, for it came in no unmistakable tones, and with fear and trembling he called back, "What wilt thou have me to do?" Saul learned as he listened, and when he knew what to do he followed as the light lit his path. The story of his life is warning enough for any man or nation along the lines of integrity. He cried it aloud from the prisons of imperial Rome where he languished, but Rome did not hear it and Rome paid the price. So have, and so will other nations, so will corporations, firms, yea, men, who forget integrity; they, too, will pay the price. Let us give the full weight and full measure shaken down. Let us give to each man the quality that we advertise. Let our motto be "The Square Deal." In short, let us deliver the goods.

After some miscellaneous business the meeting was adjourned until Wednesday at 10 a. m.

## WEDNESDAY MORNING SESSION

The morning session on Wednesday was called to order promptly by President Moore, after which he delivered his annual address, which was in part as follows:

I want to confine my address to you on one point—the subject of transit privileges—and I think that you will agree with me the privileges accorded the grain men by the Texas Railroad Commission have been inadequate to meet the requirements of a fast growing trade.

Also that they are not fair and equal when compared with the privileges granted mill men on grain products. But we have hesitated to make a complaint because to carry to a successful conclusion an effort to bring about the necessary reforms involved a vast amount of work and considerable expense.

The time has come, however, when the grain men must no longer delay action. Our time is short, so without further preliminaries I will begin to call your attention to a number of changes which our Executive Committee feels should be brought about.

## TRANSIT PRIVILEGE LIMITATION.

To begin with, we find that Rule 3, Subdivision A, of the milling-in-transit rules allows the miller a milling privilege on grain originating at any railroad station in Texas, without regard to any relationship the point of origin bears to the milling point, but Rule 6, Subdivision A, of the stopping-in-transit rules, requires the grain dealer doing a transit business to make his purchases on the line upon which he is located or the next connecting line.

It is therefore very apparent the grain dealer has had the market from which he may draw his supplies too greatly restricted and too greatly circumscribed, as compared with the miller, with whose grain products the grain dealers' whole grains come strongly into competition. It appears to me the square deal theory justifies the elimination of this restriction and demands that both the grain dealer and the miller be placed on an equal footing.

## DIFFERENCE IN BACK HAULS.

Rule 4, Subdivision 1, of the milling-in-transit rules, grants the miller 100 miles back haul or out of line haul, entirely free of charge, while the grain dealer is not only not entitled to any free services of such a nature, but in most cases is forced to pay a higher rate than the miller is requested to pay.

## DIFFERENCE IN RESTRICTIONS.

Under Rule 6, of the stopping-in-transit rules, under the paragraph headed "Ruling on Stopping-in-Transit Rules," the grain dealer cannot mix in the same outbound car from transit station tonnage which came into transit station over different lines of railroad, but



under the paragraph headed "Ruling," under rule 3 of the milling-in-transit rules, the miller in shipping out a car of products is given the privilege of using tonnage originating on every line of railroad which enters the milling station. All he is required to do is to take out separate bills of lading for the tonnage furnished by different lines.

I am not going to say that that constitutes a discrimination—I don't believe the class of men we have been electing to the Railroad Commission would deliberately discriminate against one interest in favor of another. Let's conclude that it was an oversight and go to the Commission in the right spirit and ask them to correct it, and they will do it.

#### EXTENSION OF TIME LIMIT.

The rule limiting the time grain may be stored in transit to six months works a hardship on the grain dealer in a number of ways. We all know that 80 per

cent of the Texas small grain crops are marketed during the months of July and August. It is therefore manifestly unfair to require the dealer to distribute 80 per cent of an annual crop during a period of only six months' time.

As a substitute for the present rule we advocate an extension of time at transit points to at least ten months, with no division between the grain and mill men, except a provision granting the miller at least two months' time, in any case, to mill and ship out the products of his grain, which has been accorded a storage stop of eight months or more.

Another rule which works to the disadvantage of the grain dealer is the rule requiring a stop charge on corn and oats and other commodities taking the corn and oats rate. We do not take the position that we, as middlemen, pay the stop charge. Exactly the opposite is true. We do not any more pay the stop charge than we pay the freight, and certainly there is no one who will contend that we pay the freight. The question is asked why, if we do not pay the stop charge, do we ask that it be abolished? The reason is this:

The business of handling grain may be likened to an equation which has for its factors the cost of the product, the freight, stop charge, other expenses of distribution, and the selling price. The result of this equation is, of course, the dealers' profit, and the only reason that can be advanced for the abolition of the stop charge is that it reduces the number of the factors in the equation and facilitates its solution.

Now we would like to see some changes in the rate circular. There is no apparent reason why there should be a higher rate for a three-line haul on corn and oats than the rate applying on two-line hauls, if the three-line rates on other commodities are no higher than the two-line rates.

We also favor a reduction in the scale of rates applying on shipments transported in differential territory, and in the interest of simplifying the rate system we advocate that the same rate apply on all commodities subject to the grain tariff.

Now, gentlemen, many of the disadvantages the grain men have to contend with are directly traceable to the separate circulars applying on stopping and milling. These circulars are not clear and concise as they should be, and in some cases are so different from the rules to which they refer that the present circulars are largely a set of rulings which have superseded the rules.

Therefore, in the interest of progress and of uniformity and of fair play, let us urge the adoption of a new circular, to apply on both stopping and milling; a circular fair to both interests and containing no exceptions that will give either interest any advantage over the other.

Now, in conclusion, gentlemen, if the millers are willing that one circular shall apply on both stopping and milling, I move that a committee composed of one mill man, one grain man and one railroad man, be appointed by the chairman to draft a new rates and transit circular, to be presented to the commission for consideration as early as possible.

My reason for suggesting that these new circulars be drafted by this committee, instead of leaving the matter to the commission, is that a great deal of work will be involved in drawing them up, and since it is very important that we have the changes we feel are necessary by the time the new crop begins to move, I doubt if the commission, with the help at its disposal, and other work it has to do, can complete the task in such a short time. Does my motion meet with a second?

The motion met with no opposition whatever from the exclusive grain men, though millers who were members of the association strenuously objected.

The grain men repeatedly said that all they wanted was the same privileges as extended to millers, the matter eventually being settled by the passage of a resolution as follows:

#### RESOLUTION ON TRANSIT PRIVILEGES.

Whereas, it is the sentiment of this association that there should be a readjustment of the Texas grain rates; and

Whereas, this association is strongly of the opinion that the milling privileges on grain are more liberal than the stopping privileges; and

Whereas, this association is also of the opinion that the business of handling grain in transit is just as important and just as necessary to the welfare of the producer and the consumer as is the business of milling; therefore be it

Resolved, that the railroad commission of Texas be urgently requested to grant a special hearing on the subject of a readjustment of grain rates and an equalization of privileges, as between the grain and milling interests, said hearing to be held at as early a date as possible in order that the changes desired may become effective by the time the new crop begins to move; and be it further

Resolved, that the secretary of this association be instructed to make application at once to the commission for this hearing, and that he be further instructed to forward to the commission a copy of this resolution.

Other resolutions reported by the Resolutions Committee and adopted by the association were as follows:

#### ONE-CENT LETTER POSTAGE.

Whereas, there is now, and for years has been, a large net profit on first-class mail; and

Whereas, such profits have been entirely dissipated by the losses incurred in handling other classes of mail at less than cost of service, thus working an injustice on all users of first-class postage; therefore be it

Resolved, by the Texas Grain Dealers' Association, in annual convention, May 28, that a one cent rate for ordinary letters should be accorded at once to all users of the letter mail, and we therefore ask members of Congress from this state to support one cent letter postage measures and to use their efforts to secure this reduction with as little delay as possible.

#### RESOLUTIONS OF THANKS.

Resolved, that the thanks of this association are hereby tendered with all possible force and fullness to the municipal authorities of Fort Worth, the local grain dealers and the management of the Westbrook Hotel for their royal welcome, indulgent care and protection, entertainment and various courtesies. The banquet entertainment last night was thoroughly enjoyed and appreciated by each and every one of us, and it seems that our Fort Worth members strive each year to surpass their previous efforts in the entertainment of their guests.

We also tender our thanks to the Rev. Dr. Knickerbocker for his kind attendance and invocation, and the Fort Worth and Dallas papers for their liberal reports of the proceedings of the association."

#### ELECTION OF OFFICERS.

Upon a motion by L. G. Belew, the rules governing the election were suspended and the old officers and directors were re-elected by a unanimous vote.

These officers are:

PRESIDENT—T. G. Moore, Fort Worth.

FIRST VICE-PRESIDENT—E. W. Crouch, McGregor.

SECOND VICE-PRESIDENT—W. M. Priddy, Wichita Falls.

Secretary-Treasurer—G. J. Gibbs, Fort Worth.

Directors—J. A. Hughes, Howe; I. S. Sewell, Vernon; W. W. Manning, Fort Worth.

After a number of interesting discussions which consumed the balance of the available time, the convention adjourned *sine die*.

#### THE ATTENDANCE

Among those registered at the convention were the following:

Ray Becker, Chicago; J. A. Austin, Brownwood; A. P. Hugheston, Plano; J. W. Alexander, Frederick, Okla.; J. A. Hughes, Howe; O. H. Black, Leonard; A. F. Archer, Dallas; W. G. Goodall, Valley Mills; J. T. Stark, Plano; J. E. Patton, Texhoma; J. G. Beall, Texhoma, Okla.; I. Solon Sewell, Vernon; J. B. Wallington, Goree; John Schley, Gatesville; L. C. McMurtrey, Pampa; R. W. Dillard, Midlothian; S. Gorman, Seymour; L. M. William, Dallas; F. P. Redman, Dallas; Max Ortlieb, Dallas; J. Z. Keel, Gainesville; E. N. Noble, Sanger; B. K. Russell, San Francisco; E. F. Smith, Celina; H. Hugh Hardin, Dallas; L. V. Beatty, Kansas City; E. L. Whitney, Dallas; B. C. Moore, Kansas City; A. B. Cowan, Howe; B. Deutsch, Memphis; M. W. Gary, Dallas; Frank Kell, Wichita Falls; D. T. Shirley, Sanger; J. B. Fryerson, Electra; L. G. Stark, Plano; C. S. Henderson, Sanger; W. W. Early, Waco; Thomas J. Kelly, Wolfe City; George F. Chapman, Sherman; S. I. Edwards, Sweetwater; T. P. Duncan, Waco; E. Lasker, Galveston; J. M. Smith, Nevada; J. C. Beard, Jacksonville; L. H. Rorson, Wichita, Kan.; J. B. R. Smith, Sherman; E. R. Guenther, San Antonio; A. S. Levi, Dallas; D. M. Faulkner, Dallas; G. G. Kemp, Childress; H. C. Jackson, McKinney; J. M. Pitts, Longview; G. W. Fay, Houston; T. F. Cobb, Plainview; Grant Highbarker, Wichita, Kan.; N. H. Kieth, Wichita, Kan.; J. W. Philpott, Miami; J. V. Anthony, Terrell; M. A. Kramer, Oklahoma City; R. L. Cole, Krum; J. H. Waddell, Rosenberg; H. D. Butts, Galveston; E. A. Archer, Roseland; E. S. Blaisdell, Amarillo; J. M. Weeks, Claude; F. M. Duncan, Killen; J. R. Harrold, Wichita, Kan.; J. W. Cooper, Wortham; J. S. Rogers, Coleman; C. R. Terry, Corsicana; J. C. Paxton, Ennis; J. G. Jones, Wichita Falls; J. M. Irwin, Wichita Falls; J. S. Sadler, Whitesboro; J. J. Powell, Corsicana; J. W. Jones, Memphis, Tenn.; W. L. Hutchison, Denison; G. M. Hamilton, Higgins; C. F. Beyer, Wichita, Kan.; K. F. Dazey, Wichita, Kan.; George Koch, Wichita, Kan.; J. F. Carlton, Memphis, Tenn.; L. G. Belew, Pilot Point; E. H. Crenshaw, Hillsboro; C. E. Shipp, Dallas; Carl W. Leed, Dallas; S. P. Wallingford, Wichita, Kan.; R. C. House, Kansas City; J. M. Beasley, Amarillo; J. Van Steinwyck, Stamford; J. C. Whaley, Gainesville; Gus Hieseeck, San Antonio; E. W. Stewart, Gainesville; Max Goldsmith, New Orleans; J. P. Hackley, Jacksboro; M. K. Fuller, Seymour; A. E. Childress, Temple; A. B. Crouch, Temple; J. N. Rayzor, Gainesville; J. F. Meiser, Hico; C. M. Taylor, Corpus Christi; J. M. Hagler, Hearne; John B. Honaker, Farmersville; A. F. Richster, Greenville; F. M. Rogers, Chicago; V. H. Adamson, Denison; J. L. Smith, Palestine; J. H. Pearlstone, Palestine; Sam Rollins, Palestine; Walter N. Hill, Dallas; E. S. Morgan, Dallas; C. J. Maley, Kansas City; A. J. Rich, St. Louis.

#### FROM FORT WORTH.

J. A. Brin, J. A. Stephenson, Edwin E. Bewley, Glen Walker, G. W. Jessup, R. M. Kelso, J. Patrick O'Donnell, J. A. Simons, Wesley Dwight Morgan, Douglass W. King, G. E. Cranz, Ashley Woodson, E. M. Rogers, R. D. Merrill, E. R. Kolp, J. B. Pool, J. R. Stitt, M. H. Smith, Robert Fayne Milam, Mrs. B. B. Bates, G. C. Mountcastle, Bert K. Smith, T. G. Moore, Royce Taylor Dorsey and W. W. Manning.

#### BASKET STOREHOUSES FOR GRAIN

Large baskets placed upon elevated platforms are used by the Ponca Indians of California for storing their grain. The baskets are placed at such a



A LARGE BASKET GRANARY OF THE PONCA INDIANS

height that it is necessary to reach them by means of ladders. There is a rain-shedding cover for each basket made of grass or cedar bark.

The basket shown in the illustration was recently purchased by the Brooklyn Institute of Arts and Sciences, and is large enough to provide shelter for a whole Indian family. From the bottom to the rim it measures 6 feet in height, and the top of the cone-shaped cover is 9 feet from the bottom. The total weight is 325 pounds, notwithstanding the fact that it is made of very light willow twigs.



## A Dispute in Weight

An Absentminded Elevator Man, With More Faith in His Own Scales Than in a Doctor's Judgment, Runs Up Against Some Trouble

By GUIDO D. JANES

"It's a boy," remarked the doctor. "A boy and eight pounds f. o. b. at that. You are to be congratuated, Mr. King."

"Hurrah! hurrah!" yelled King in reply, forgetting the time and place. "Just what I wanted. But (sobering down as the weighty thought percolated



"BILL KING, THE NURSE AND THE FIRST BORN WENT OVER TO THE ELEVATOR"

through his intellect) did I understand you to say eight pounds?"

"Yes, and a mighty healthy bunch of life at that."

"Well, Doc, I hate to dispute your scale weights but I will have to verify them. I'll get the Deputy Board of Trade Weighman to O K the matter. Give me the infant, we will saunter across the street to my elevator and see."

"I would not do that," protested the M. D. "You will—"

"Can't help it. You have underweighed the chap, Doctor, and I will rectify it now. Come on, nurse," directing his remarks to a good looking young woman. "We will correct the mistake. I bet a hat it tips the beam at ten pounds or I am no judge of avoirdupois."

And before the astonished man of medicine could offer further objections, Bill King, the nurse and the first born wandered out of the house and went over to the elevator.

Without any pause the kid was deposited on the scale platform and left there alone, while the elevator man went inside to weigh same. It took but a second to balance the beam, which showed the correct weight to be ten pounds instead of eight.

"I knew the Doctor was in error," laughed Bill. "He may know a thing or two about paregoric, etc., but it takes an elevator man to give pointers on cunes and pounds."

Then in the midst of his joy he dropped into his characteristic absentmindedness and, taking the kid to the wagon dump, dumped the precious article into the elevator boot. After which he wrote out a shippers' weight.

Just then the one being dumped set up a howl, followed by a scream from the nurse. This aroused Bill from his abstraction and he set up some agonized remarks on his own hook, cussing himself out thoroughly.

All this time the foreman, John Wrench, thinking some grain was coming in, let the fancied grain go through the conveyor into Bin No. 4.

"Stop," cried Bill, breaking into the presence of the bewildered Wrench. "I have gone and done it."

"Done what, sir?"

"Nothing much. I only sent my newly arrived son through the elevator before he is old enough. We must find him dead or alive. Hurry!"

The foreman, like the others, lost his mind, too, and leading the way frantically to the top of the elevator began to investigate each bin in an effort to locate the kid.

"What name did you give it?" asked Wrench excitedly. "Maybe by calling its name we can locate the child."

"Alas!" was the answer. "I was too hasty. Why did we not assign to it a name before it was too late?"

"Call it Durum," put in the nurse. "It may possibly answer to that through its inbred grain instincts."

"That won't do at all," said Bill. "Come, let's get busy and look into each nook and corner of the place. My, why have I made myself a slave to business and thus fostered absentmindedness? This is terrible! I am going home and end life. Good bye. If you find the coyote remember me to it, and if you wish suggest the name of Durum to its mother. Good bye."

"Good bye."

The elevator man descended by the manlift and hurried across the street to his residence. At the door he was greeted with many loud screams and cries.

King rubbed his eyes and looked perplexed. Then the doctor put in an appearance.



"AT THE DOOR HE WAS GREETED WITH SCREAMS AND CRIES"

"Have I got twins?" King asked with his optics open wider than open Bs/L.

"No."

"What, then, are those cries that I hear inside?"

"You are the parent of them, you idiot," snarled the doctor. "It was just by chance that you did not lose it. You got that eight-pound kid mixed up in your elevator and came near ending it."

"How is that?"

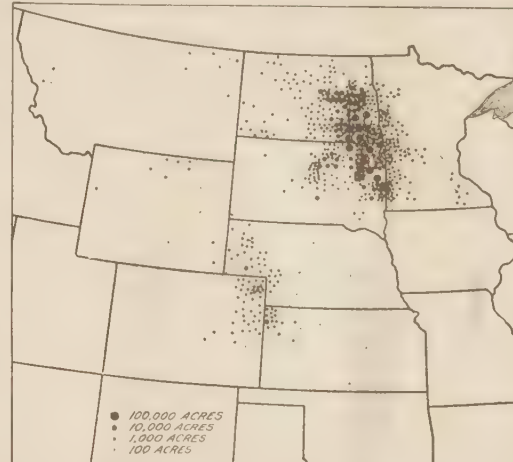
"Well, I was just leaving and was already in my automobile when your first born shot out of the dust collector instead of continuing to the dust house and landed in my outstretched arms unharmed."

"And the next time," continued the doctor, "don't dispute my weights."

"I surely will, for you were off two pounds; the infant tips the scales at ten pounds. Send in your bill on the fifteenth."

## DISTRIBUTION OF DURUM WHEAT

Census figures for 1910 show that 87.5 per cent of the Durum wheat produced in the United States in 1909 was raised in North Dakota and South Dakota, and probably about the same proportion holds true for 1910, 1911 and 1912. Minnesota ranks



DURUM WHEAT ACREAGE IN 1909

third in production, with about 7 per cent of the total crop, and practically all of the remaining 5 or 6 per cent is grown in Nebraska, Kansas, Colorado, Wyoming and Montana. The accompanying map, from a bulletin issued by the United States Department of Agriculture, shows how the acreage was distributed in 1909.

The area of greatest production is in southeastern North Dakota and northeastern South Dakota, extending slightly into Minnesota. Durum wheat was first extensively tested and distributed in the area where it is now most largely grown. The farmers in this section continued growing it when others refused because of the lower price offered for Durum wheat. A second area of smaller extent and much smaller production includes northwestern Kansas, northeastern Colorado, southeastern Wyoming and southeastern Nebraska. In other portions of Wyoming and also in Montana there are certain districts where a considerable part of the wheat grown is Durum.

ELEVATOR CAPACITY AT HEAD OF LAKES  
TO BE INCREASED

Both the American and Canadian head of the lakes are to have greatly increased elevator capacity, according to reports. The Great Northern Railway announced during the past month plans for a new elevator at Superior, Wis., work on which will be commenced within a month. At present the Great Northern has elevator capacity in Duluth and Superior of 7,000,000 bushels. The new elevator will be constructed of steel and concrete and will have a capacity of 2,000,000 bushels in the working house and there will be an annex with 4,000,000 bushels to 6,000,000 bushels capacity.

With regard to the storage capacity at Fort William and Port Arthur, the contemplated improvements are outlined in a recent report by U. S. Consular Agent Freeman at Fort William, who says:

"The present system of grain elevators in the two cities, with 27,000,000 bushels capacity, is inadequate to meet the demands. During the past winter many million bushels were stored in freight cars and lake freighters. This shows the shortage and great need of storage facilities. One new elevator will be the 3,000,000-bushel Dominion grain eleva-



tor, while one railroad intends increasing its elevator capacity from 7,000,000 bushels to 40,000,000 bushels. Dock-building plans include 1,500 feet on both sides of a slip and a head end of about 800 feet.

"With the additional facilities at the two upper-

lake ports more rapid movement of grain can be attained at the opening of navigation, and with the Canadian wheat stored for the winter in elevators instead of boats or cars, there ought to be less trouble over damaged cargoes at this end."

the poor and weak seeds the improvement is not permanent, as a rule, unless the grading is repeated each year.

The culture of winter barley is at present confined to the states south of the Ohio and Platte Rivers and those west of the Rocky Mountains, the crop being most largely grown in the area first mentioned. The acreage is rapidly increasing and

## A Revival of Interest in Winter Barley

Reasons Why It Is Growing in Favor—Principal Varieties—Wide Range of Usefulness—Areas Where It Is Produced—Methods of Storing

Winter barley was grown very extensively by the early colonists of Virginia and the Carolinas. The fact, however, that corn, cotton and tobacco proved so profitable, led to a decline in the production of winter barley. It has in recent years been rapidly growing in favor for several reasons. Chief of these are that it yields better than spring barley without an increase in the cost of production and it is also more certain to produce a crop than the latter, especially in hot, dry seasons.

The most popular variety of winter barley is the Tennessee Winter, the heads of grains of which are shown in one of the accompanying illustrations. This is a six row, bearded type, having yellowish white beards and heads. It has been grown along the Atlantic Coast since the days of the first settlers. No effort was made to improve it until the Tennessee Agricultural Experiment Station began breeding it in 1900, and this is how the name "Tennessee Winter" was derived.

Closely resembling Tennessee Winter is the Union Winter variety, which was obtained from Canada in 1900 by the Tennessee station, and has since been greatly improved. The Maryland Winter and Texas Winter varieties have been produced locally, for many years, in the states whose names they bear. They are also similar in appearance to the Tennessee Winter. A variety with slightly shorter, broader heads than Tennessee Winter is Wisconsin Winter, which has been grown to a considerable extent in Texas and Maryland.

There have been a number of varieties of winter barley introduced from abroad by the U. S.

When may be mentioned as varieties belonging to the third group. The varieties of this last group are ordinarily sown in the spring, but have been successfully produced from fall seeding on the Arlington Experimental Farm near Washington, D. C.

The method of harvesting and caring for winter barley is similar to that for wheat. It is cut when most of the plants are yellow ripe and the kernels can just be dented with a finger-nail. Discoloration of the grain is prevented as far as possible, for color is one of the prime factors in determining its market value. Barley kernels differ from wheat by breaking crosswise, so that the germ end is seldom seriously injured although broken grains affect both the appearance and the market value of the barley.

In storing barley for seed, it is essential that the seed be dry. The storage bins must also be dry and well ventilated for the germination may be seriously injured by heating even if the grain is stored only for a few months.

There is a wide range of usefulness for winter barley. As a grain crop the market demand exceeds the supply. Up to the present time very little has been used for malting purposes but with the production increasing all the time, it is considered that very soon good clean grain will be produced in sufficient quantity to insure a wide demand from maltsters.

The demand for winter barley for feeding purposes is exceptional. So far as chemical analyses show, except for a lower percentage of fat, barley is equal to corn in feeding value. Experiments



HEADS OF TENNESSEE WINTER BARLEY  
Showing Side and Front Views and Detached Kernels  
with Awns Removed.

there is no question that in the near future winter barley will be one of the important winter cereals. It is probable that through further selection the area can be extended on certain types of soil as far north as the southern boundaries of Wisconsin and South Dakota.

Although in some of the states both spring and winter barley can be grown, in others the cultivation of only one of these divisions is practicable. The states in which only winter barley is profitable are Maryland, Virginia, North Carolina, South Carolina, Georgia, Alabama, Kentucky, Tennessee, and Texas. In Kansas, Oklahoma, New Mexico, Arizona, Utah, Nevada, California, Oregon, and Washington both winter and spring varieties are grown, but winter barley is generally superior to spring barley in both yield and quality. Experimental plantings of winter barley have been made in a number of other states, though spring barley is much more generally successful outside the states already mentioned.

In the eastern, central, and southern portions of the United States, Tennessee Winter barley and its allied forms give the best results. West of the Rocky Mountains, the White Winter and the Utah Winter, both round six-row varieties, generally produce the best returns.



A FIELD OF WINTER BARLEY IN MARYLAND

Department of Agriculture and these are now being tested at several of its experiment farms. By the selection of the most hardy forms, the Department has succeeded in changing 16 types of spring barley into winter forms. Exclusive of those there are known 29 varieties of winter barley or a total of 45 varieties which are now being tested.

It is customary to classify the different varieties in three groups, according to the form of the head. These are the square six-row, the round six-row and the flat or two-row groups. The Tennessee Winter is placed in the first group. Utah Winter is typical of the second, while Chevalier and Hann-

have demonstrated that it can be fed successfully to horses, cattle, sheep, hogs and poultry.

Winter barley for hay is cut either when flowering or when the grain is in the milk stage. At this time the beards are soft and are, therefore, not likely to be injurious to stock. The stems and leaves are still green and succulent, containing practically all the nutritive elements which are later transformed to the grain. The barley is cut and cured in a similar manner to oat hay.

The improvement of the barley is effected by sowing the best seed and removing all small, light and shriveled grains by a thorough cleaning and grading. Since this process does not eliminate all

An order has recently been placed by a Canadian grain company for a 625-foot vessel which will have a carrying capacity of 450,000 bushels of grain. This will be the biggest grain carrier on the Great Lakes, the *Emperor* with a capacity of 330,000 bushels being at present the largest.

Among changes recommended in the recent report of the Canadian Grain Commission are the following: One inspection at the head of the lakes instead of two; a reduction in the number of inspection districts in the eastern division; the appointment of a chief inspector for the western division; also a weighmaster and the establishment of a system of registration and cancellation of warehouse receipts.



## DANIEL D. WESCHLER DEAD

The entire malting trade of the country heard with profound regret of the death of Daniel D. Weschler, president of Daniel D. Weschler & Sons, Inc., of Milwaukee, Wis., which occurred at his home in Milwaukee, May 27, of nephritis, after a brief illness.

Mr. Weschler belonged to a family of maltsters, his father being Jacob Weschler, who came to this country from Bavaria, Germany, and settled at



DANIEL D. WESCHLER

Erie, Pa., about 1849. The elder Mr. Weschler was a pioneer brewer and maltster in that part of the country, and Daniel, who was born in Erie, August 5, 1853, became familiar with both arts when still a boy. He was educated in the Erie public schools and the Erie Business College and at the age of eighteen entered the employ of his father, who was devoting his entire time to the malting business.

Following the death of his father in 1893, Mr. Weschler assumed the entire management of the business and after the sale of the plant in 1897 to the American Malting Company, remained as manager of the Erie branch for eight years. He then moved to Milwaukee in 1905 and rented the Gerlach Malt House which he operated for one season.

In 1906 he became general manager for Geo. Bullen & Co., maltsters of Chicago, and remained with them until 1910, when he went to Milwaukee and built the modern plant which is now operated as Daniel D. Weschler & Sons, Inc. In his new malt house he put into operation his patented malt handling machines which he invented in 1903 and which proved to be a perfect method for turning malt by mechanical devices.

Mr. Weschler is survived by his widow, Mrs. Sophia M. Weschler, four sons, George Daniel, Raymond Jacob, Edward Albert, Walter Karl, and two daughters, B. Aline and Florence Ethel. His three eldest sons are active in the business. There are also residing in Erie, Pa., two brothers, Joseph J., and Andrew P., and two sisters, Mrs. Geo. W. Brown and Mrs. Frank J. Leary.

INTERIOR ELEVATORS TO BE ERECTED  
IN CANADA

Announcement was officially made on June 3 by Hon. Robert Rogers, Minister of Public Works, that the Canadian Government had decided to erect two interior storage terminal elevators at Moose Jaw and Saskatoon, to have a capacity of 3,000,000 to 4,000,000 bushels each and to cost about \$1,000,000. The first elevators for Alberta Province will probably be at Calgary.

In addition to these interior storage elevators the Dominion has decided to erect a big transfer elevator on the Pacific coast, which will be owned and operated by the Government in order to handle the

grain business which it is expected will flow west by the Pacific when the Panama Canal is opened. A Government-owned terminal elevator of large capacity will also be built at Port Nelson to handle the wheat which will go north by the Hudson Bay route, and this will be ready by the time the line reaches the seaboard.

There has been provided in the supplementary estimates \$4,000,000, so that work can be proceeded with at once. Orders have already been given to the Grain Commission, under whose supervision the new elevators will be built, to proceed at once with work on the Moose Jaw and Saskatoon elevators. Both these cities have offered free sites, and it is likely the offers will be accepted. The Commission will select the sites at once.

The new elevators will be thoroughly modern, will have full inspection equipment and also hospital equipment for the drying of grains. They will have a capacity of 3,000,000 to 4,000,000 bushels and will cost in the neighborhood of \$1,000,000 each. As soon as locations are settled in Alberta work will be started there also. The Commission will also, it is expected, visit the coast this summer and make arrangements for the new Pacific coast elevators.

OLD MILWAUKEE ELEVATOR TO  
DISAPPEAR

To make room for additional storage tracks of the Chicago, Milwaukee & St. Paul Railway, Elevator "B" at the foot of Eighth Street, Milwaukee, is being torn down very rapidly. This elevator, which is shown in the accompanying illustration, is one

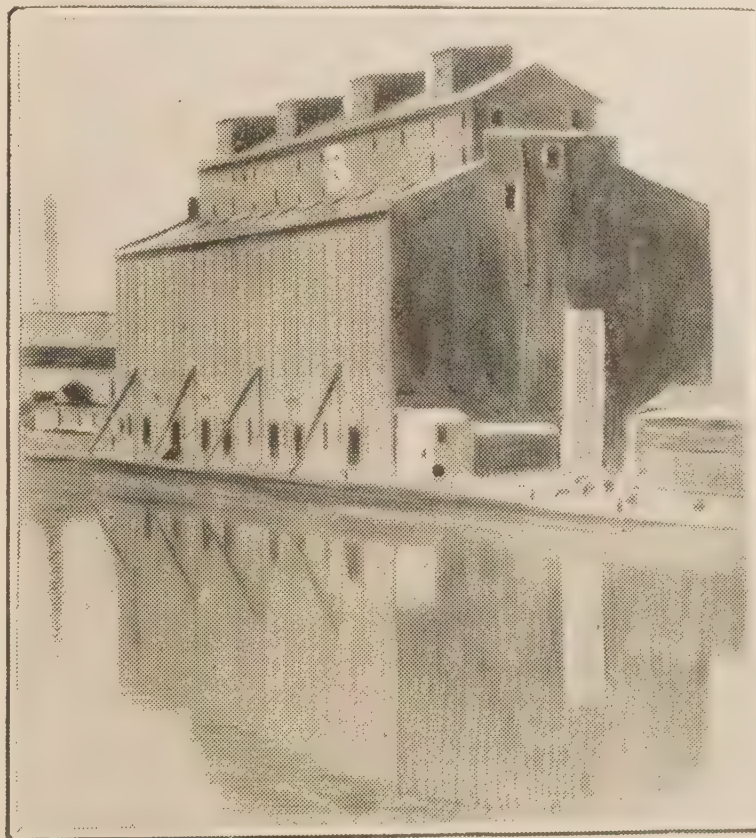
## SCREENINGS

The Southwestern Soil Products Exposition Company has been organized at Tulsa, Okla., by the business men of that city for the purpose of conducting an annual crop exhibition on a large scale.

The Dallas Advertising League is the first advertising organization throughout the country to formally endorse corn shows. A permanent committee has been appointed to boost in every way possible the next National Corn Exposition.

Exports of brooms are not enumerated separately but grouped with brushes in official statistics. The combined value of the exports of brooms and brushes of domestic manufacture from the United States to foreign countries and the Philippine Islands was \$488,392 in 1908, \$494,681 in 1909, \$604,469 in 1910, \$757,181 in 1911, and \$693,223 in 1912. Canada was the largest purchaser in each of these years, taking \$122,656 worth of American brooms and brushes in 1908, \$106,546 worth in 1909, \$169,175 in 1910, \$194,480 in 1911, and \$222,764 in 1912. Exports to Germany have shown great variation, having been valued at \$16,843, \$63,659, \$65,723, \$125,140 and \$55,267 respectively, during the last five years.

Work upon the \$25,000,000 Hudson Bay Railway will be resumed this spring, Port Nelson, on the southwest shore of Hudson Bay, having been selected as the tidewater terminus. The railway is designed to bring the vast grain areas of the Canadian Northwest within a hauling distance from Liverpool of 3,500 miles, or about 1,800 miles less



Courtesy of the "Milwaukee Journal."

ELEVATOR "B" AT MILWAUKEE, WIS., FROM AN OLD DRAWING

of the oldest in Milwaukee, having been erected in 1861 by Angus Smith at a total cost of \$480,000.

There were more than 1,000,000 bricks put into the building, besides 1,800,000 feet of white pine and oak lumber, 50,000 cubic feet of stone footings and walls, and 100 tons of bolts, anchors and rods. All of this material will be sold.

The passing of the old elevator is regretted by many, yet it is merely a case of the survival of the fittest. New and modern elevators are taking the places of more antiquated ones, and the total elevator capacity of Milwaukee is increasing continually and the new storage tracks planned will greatly benefit the grain trade.

than the existing rail-and-lake routes through the ports of Montreal, St. John, Boston and New York. Of the total length of 410 miles from The Pas, a Canadian Northern Railway station on the Manitoba-Saskatchewan border, to Port Nelson, seventy-five miles already have been laid with trackage and a bridge spanning the Saskatchewan River all but completed.

The officers of the Grand Trunk Pacific Railway estimate that the wheat yield for the coming year will be at least 200,000,000 bushels. The Grand Trunk Pacific and the Canadian Northern will have capacity, it is figured, for about one-tenth of this total yield.





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### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JUNE 15, 1913.

Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

## THE MISSOURI INSURANCE SITUATION

An alarming phase of the fire insurance situation in Missouri has been developed by the recent withdrawal of the big insurance companies from the state after the passage of the Orr Anti-Trust Law. Doubtless few realized immediately what effect this would have upon certain lines of business—the grain trade in particular. Bankers steadfastly refuse to advance money on warehouse receipts not fully protected by first class insurance policies and the loss to both the elevator interests and the producers promises to be enormous unless steps are speedily taken to solve the insurance problem.

A great popular clamor has already arisen for the repeal of the law and in view of the governor's refusal to call a special session of the legislature for this purpose, the referendum may be invoked. This is loudly demanded by the various commercial organizations and the Merchants' Exchange of St. Louis considers the situation so grave that it has circulated throughout the state a letter calling attention to urgent need for prompt action of some sort.

From a Missouri standpoint at least the condition of affairs is deplorable for a bumper crop is promised. Instead of this crop being contracted for and moved within a short time, it will either have to be held by the farmers at considerable inconvenience and loss, or else must be shipped to other markets not in the state.

The insurance companies are as firm in their stand as the state government and with neither side willing to make concessions, the elevator owners, millers and producers are facing an enormous loss. That their attitude is not to

be a passive one, however, has already been demonstrated, although just what action will be taken in the matter is not yet clear.

## DEMURRAGE RULES AT FAULT

Although demurrage rules meeting with universal approval could never be formulated, some recent rules laid down by the Interstate Commerce Commission have called forth more than the average number of protests. A recent instance of a receiver who had settled with the shipper and eight months afterward was called upon to pay a considerable demurrage charge caused by detention of car at shipping point has been given wide publicity. According to the Commission:

The law requires the carrier to collect and the party legally responsible to pay the lawfully established rates without deviation therefrom. It follows that it is the duty of the carriers to exhaust their legal remedies in order to collect undercharges from the party or parties legally responsible therefor. It is not for the Commission, however, to determine in any case which party, consignor or consignee, is legally liable for the undercharge, that being a question determinable only by a court having jurisdiction and upon the facts of each case.

The rule applies both to freight rates and demurrage charges and shifts the responsibility upon the consignee or the shipper. Manifestly the latter would much prefer to pay a small charge than incur the expense of going to law, and considerable loss is sometimes occasioned in order to escape litigation which would cost more to defend than the amount involved.

The ruling is so broad, moreover, that should an agent at the point of shipment fail to note on the bill of lading that demurrage has accrued on a car, on account of time limit given to loading, the consignee or in many cases the shipper may be held responsible for some time afterwards. The Commission by easing its own burdens, makes the point a legal one which is in nearly all cases an advantage to the carriers.

## TAX ON "FUTURES" AGAIN ARISES

What a pity it is that Senator Cummins will allow his mind to work only in certain grooves and channels. If it were not so that little amendment to the Underwood Tariff Bill proposing a tax upon future sales might never have been brought up. It was thought that the Cummins Bill covering practically the same line which was introduced at the close of the last Congressional session was a political measure pure and simple. While there was a determined opposition made and a tremendous furore was created, there were many who did not begrudge the senator a chance to pose as a popular hero among the ignorant and misinformed. In commenting upon this latter bill at the time it was introduced we pointed out that the desire to please a large part of his following had caused this sudden dash into the spotlight.

The present case is much more serious for there is a strong probability that the amendment may slip through. The terms of the measure are rigidly unequivocal, the main paragraph reading:

That there shall be levied and collected upon all

sales of the capital stock, shares, bonds or other obligations of corporations, whether organized under federal or state law, all sales of products of the soil, meats, or provisions of any character made upon, in, through, in connection with, or under the regulations of any stock exchange, grain, cotton, or provision exchange, board of trade, or other organization doing business in substantially the way in which such institutions are now carried on, wherein the seller is not the owner of the property sold at the time the sale is made, a tax of 10 per centum.

There is also provided a severe penalty for evasion of the tax, thus leaving practically no loophole for the "future" trader if the amendment is passed. Of course that eventuality is not yet assured, but in spite of many well-planned efforts to show the underlying weakness of the amendment, it is entirely reasonable to suppose that many of the lawmakers will prove as little amenable to reason as was the author of the measure. At all events to the general worry over the tariff problem, which ought to be sufficient, there has been added a specific trouble in the shape of the Cummins amendment. If enacted into law, however, it would have to be speedily repealed, such an outcome having already been demonstrated in other countries, and the folly of such legislation needs no comment. We cannot but hope that no such disastrous experiment may be tried in the life of the present generation at least.

## THE BUSHEL AGAIN ATTACKED

The poor, lowly bushel has received many attacks during its long life. It has never been popular. In fact no one ever quite realized why it was born. But in spite of kicks and abuse and general condemnation, the bushel continues to "stick around." It is like the faithful old dog that no one cares to throw out. We must occasionally view facts, however, and they seem to point out that the bushel is eventually doomed. Probably no more keenly logical onslaught upon the unwieldy unit was ever made than in the able article by Mr. Crain on Page 654 of the present issue.

In pointing out that the bushel is a unit that is fundamentally wrong the author is merely renewing an ancient discussion, which has recently been renewed, with great vigor by grain interests throughout the South. It is worthy of much thought, for the only reason it has continued to exist is because of the trouble and confusion which many think would be caused by discarding it in favor of a more workable unit.

Only on the Pacific Coast do we find its logical successor the cental or hundredweight and the geographic location renders it necessary there. The fact that there are tables in use for readily converting bushels to pounds and vice versa, only emphasizes more strongly the need for eliminating such a cumbersome way of measuring grain.

While it would undoubtedly be a comparatively easy matter for the leading grain exchanges to abolish the bushel once and for all, it is improbable that this will be done in the near future. History tells us that the simplest reforms are the ones which took the longest time to be effected and consequently it is un-



likely that the bushel will soon receive its death blow. We may rather expect it to continue to be abused and derided and still "stick around" with us for some years to come.

## THE RATE DECISION AND STATE RAILWAY COMMISSIONS

Although the Minnesota rate case, which was decided the other day in favor of the state, was primarily an action to allow the fixing of passenger rates within the state, it must not be overlooked that the decision includes freight rates as well. That is, the state has a right to regulate the railway traffic of any kind within its borders. The decision will establish a precedent for every other state.

The prospect of Congress taking charge of state rates affecting interstate commerce indirectly, encouraged the railways to believe that they would escape from regulation by forty-eight state railway commissions. In this they were doomed to disappointment, for the prestige at least, if not the real power of the commissions has been greatly augmented by the decision. The real value of the decision is that the power of the Interstate Commerce Commission and the various state commissions are clearly defined.

It is made plain, however, that while the states may fix rates on business within the state, providing they do not conflict with national legislation, such rates must not be confiscatory. The state will not have the power of fixing lower rates than the earning capacity of the road will stand. In other words, it gives license to regulate, not to plunder, and this offers a protection to the carriers as well as the shippers.

## GRAIN MOISTURE TESTS IN MINNESOTA

The eyes of the grain world are again focused upon Minnesota, this time not from any sensational and farcical legislative investigation but what is infinitely better from all standpoints a scientific inquiry which should prove of incalculable value. The Minnesota State Board of Grain Appeals has decided to make a series of scientific and practical tests to determine just what percentage of moisture may be carried by various small grains before being unsafe for storing.

Such a test is not altogether new. There have been numerous instances where experiments were made to demonstrate the selfsame things. The value of the present investigation lies chiefly in the fact that it will be conducted upon a scale of such magnitude as to prove or disprove once and for all the various theories hitherto entertained.

By having accurate recording instruments and the highest grade of equipment it will be possible for the state to produce some exceptionally valuable results. Another factor is the hearty co-operation of the elevator owners at the big terminals of Minneapolis and Duluth. Several have already signified their intention of placing their elevators at the disposal of those making the tests and of doing all in their power to facilitate the work.

It is estimated that of the total small grain crop of the country for 1912 about 20 per cent

was inspected "no grade" and of course such a high percentage resulted in many cases in trouble between the producers and the buyers. Such controversies will be settled once and for all time, or at all events there will be no solid foundation for grievance, provided the experiments furnish the results which are so optimistically predicted. With accurate and dependable data to work from, the tests will benefit the grain trade all over the country.

## THE CROP SEASON

The latest reports from Kansas indicate that the people of that State are again calling down vengeance upon the crop-booster as well as the crop-killers. Perennially the same little trait blooms in the worthy Kansans and undoubtedly the world at large would smile approvingly if the individuals prone to exaggeration one way or the other could be fittingly disposed of. Real facts are very hard to obtain at this time.

A month ago, Kansas echoed with the prophecies that this would be the greatest wheat producing year in its history. Now the tune has changed and it is generally conceded that much, very much less than the original estimate will be harvested. Of course it must be admitted that the long dry spell has been largely responsible for lowering the original figures, but such a possibility ought to be taken into account at the outset. Conservative figures generally win out in the long run, although not so popular at first. A proper solution might be to require all so-called crop experts to qualify also as weather experts.

In the other states crop conditions are generally above normal. An interesting situation is confronted in regard to the financing of the crops. Seldom are bankers found with as low reserves as those experienced this year at the beginning of April. It is said that the situation in view of the low reserves that are all over the world, is one that will require cautious handling to prevent a stringency in the fall, but with business slowing down enough to release considerable money, there is no need to become alarmed over the financial outlook. Certainly no one can nurse a grouch over the general crop outlook, either.

## PUBLICITY AS A CURE

Not by any means the least interesting of the many discussions at the convention of the Illinois Grain Dealers' Association was the one which centered around the advanced commission charges for handling grain at Buffalo. In defense of a resolution which condemned these advances, one of the members made the definite assertion that whether or not the resolution would bring about any tangible results, the publicity given to it was the most valuable thing involved.

With regard to the present question no one can deny that the Buffalo Corn Exchange has a perfect right to advance or reduce its charges, and it is equally positive that a grain dealers' association is at liberty to either condemn or endorse such action. Whether or not the new Buffalo rates are more justified than the action of the association in advising its members to ship to other markets when possible need not be

considered. That is something which will work out to a logical conclusion in time.

The fact, however, that the searchlight of publicity is recommended for this and similar disputes is an encouraging sign for the grain trade. To invite investigation of both sides of a case, means that no organization will proceed recklessly to pass certain resolutions for purely selfish ends. It signifies that the resolutions enacted will reflect not merely the whims and fancies of the individual members, but their absolute convictions as well. In any event publicity, properly used, is a cure not only for trade disputes, but trade evils as well, and grain men are just beginning to be alive to the fact.

## CANADA TRIES AN EXPERIMENT

The question of interior terminal elevators which has been engaging the attention of the Canadian government for some time past is being gradually worked out and it has just been announced that two of these elevators will be built at once, the locations having been selected. The demand of the western farmers for the nationalization of all the terminal elevators at the lake ports was not granted by the late Liberal government. They proposed as an alternative, the appointment of a grain commission which would have supervision of all terminal elevators with the power, if they deemed it necessary, to build, buy or lease elevators to be operated under their direct control. When the Borden government obtained control they put this plan into execution and decided also to make an experiment with interior storage elevators. As to the usefulness of these elevators expert opinion and the grain trade is profoundly divided. The plan has its advocates and its opponents and nothing short of an actual test will show which is the correct view.

One or two little remarks carelessly or intentionally dropped by certain Kansas grain dealers relative to bribery of state grain inspectors have stirred up quite a turmoil in that state. It is to be hoped that the charges will be probed to the fullest extent.

Wisconsin is now only half a lap behind North Dakota in the matter of state-owned terminal elevators. A resolution has just been passed by the assembly providing for an amendment to the constitution which will permit the state to acquire and operate grain elevators, storage houses, distributing stations and warehouses.

Statistics sent out by the Texas Industrial Congress, whose motto is "Small Farms—Better Farming," show a wonderful growth of interest in the prize contests with which the whole state has been aroused to a realization of the value of better grain production methods. Beginning in 1911, these prize contests, chiefly for corn growing, had 1,746 contestants in the whole state. The following year the number increased to 4,030. So great was the interest aroused last year that the whole scope of the contests has been enlarged, and there are this year 10,869 entries, being more than six times as many as were in the competition only two years ago.



## EDITORIAL MENTION

It has long been a subject for controversy as to whether the tariff was a tax or not. At the present time, however, there is no one who will deny that it is a great tax on the public patience.

Much satisfaction is manifested by the grain dealers of Montana over the reduced freight rates in that state. It is figured that the new rates mean a profit of approximately  $2\frac{1}{2}$  cents more per bushel.

Grain dealers in the southern part of Illinois are complaining now, not so much over car shortage alone, but that the railroads are hauling by their loaded elevators, cars that are practically new and in excellent shape, each one marked "unfit for grain."

The use of moving pictures at several recent alfalfa meetings leads us to believe that the convention of the near future may use the "movies" quite extensively in its program. When that time comes there will be little difficulty in rounding up all the delegates—for the first session at least.

According to a scientist residing in Finland, which is responsible for his unpronounceable name, the hair-like tips and heads or "beards" of grain act, as do like formations on plants and trees, as outlets for the earth's electricity, causing them always to be surrounded by a static electrical charge.

The expected took place when the Senate Finance Subcommittee placed wheat and wheat flour and oats and oatmeal on the free list in the tariff bill on June 3. The action, while small in itself, represented the outcome of several months' hard work on the part of the milling and grain interests.

That Kansas judge who held recently that getting in the crops was more important than trying lawsuits and adjourned the court to allow the jurymen to go home for their planting, is a hero in his own vicinity. There are other localities who would be thankful for officials of the same broadminded calibre.

The precedent-establishing case in Minneapolis where Chamber of Commerce seats were declared taxable will be fought to the last ditch. Naturally grain exchange men all over the country are lending moral support to the appeal from the decision, for this is regarded primarily as a test case, and if upheld may cause county taxing boards in other states to follow similar lines.

Several months ago railroads at Omaha eliminated elevation and shrinkage charges on grain going through local elevators. Elevation, it is said, will not be restored, but beginning June 1, shrinkage was again charged. As to whether this charge will be absorbed by the elevator companies, or charged against the seller is a question that has not yet been determined. Rail-

road men contend that at the present rates for hauling grain they cannot stand the shrink and break even.

It is announced on good authority that New York officials will soon adopt the policy of all other seaboard ports and report exports of grain showing whether the clearances are domestic or bonded grain.

Estimating just how many carloads of grain handled by a dealer in the course of his life, how far they would reach if placed in a straight line and how many trains of twenty cars each they would make, is a new statistical amusement indulged in recently throughout the Corn Belt, particularly in obituary notices.

The legislative feature of the month in Illinois was the passage of the "Puts and Calls" Bill, which has been a troublemaker every session of the legislature for the past eight years. The bill legalizes "Puts" and "Calls" on the Chicago Board of Trade, which were declared illegal by legislative act a number of years ago.

That the control and supervision by the national government of weights and measures and the national standardization of selling would be to the advantage of all lines of trade is scarcely denied by anyone. Each state has its own laws and there is much conflict as there is in interstate traffic regulation. Government control would eliminate widespread mistakes and frauds, and establish a greatly needed uniform system.

In a plea for improved methods of crop and market reporting, a recent convention speaker argues that crop reports as at present given out are not adequate guides to the farmer in selling his products or the consumer in buying supplies. The crop reporting system has not progressed in the last quarter of a century except, broadly speaking, in respect to the methods of getting estimates which have been greatly refined and improved.

The new Public Utilities Law of Indiana is causing considerable worry to the grain dealers of that state. If they accept grain on deposit from the farmers, they will come under the provisions of the law of public servants and accordingly must make reports to the Utilities Commission the same as public service corporations. They must also look forward to the pleasant prospect of changing their system of bookkeeping to conform to that required by the new law.

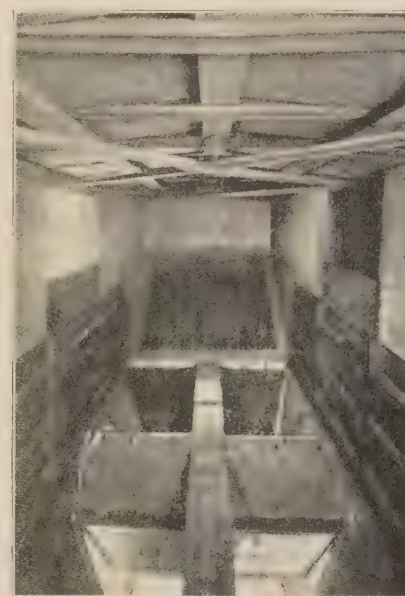
Legitimate competition is all right, but why is it necessary to pass out valuable information to your business rivals? Such was the plea which induced the Grain and Hay Exchange of the Chamber of Commerce, Cincinnati, to change a ruling on grain and hay shipments. Formerly it was required that destinations of carload lots must be reported when the Chamber of Commerce certified out a shipment. This revealed business secrets to competitors and a loud wail went up resulting in the rule being modified recently so that only the state or shipping district and the rate need be reported.

## HOPPER BOTTOM GRAIN CARS

When the first grain car with hopper bottom was introduced, considerable difficulty was experienced with leaking grain, and this proved a serious obstacle to the adoption of the car notwithstanding its many advantages. However, about a year ago there was built a hopper bottom grain car from the design of J. Coleman, superintendent of the Car Department of the Grand Trunk Railway, which is reported to have successfully overcome the trouble. This car has been in almost constant operation ever since and its success has led to the purchase recently of a number of cars of similar type.

The construction of the car as described by the *Canadian Railway and Marine World* is a combination of the old box car and the large steel gondolas for handling coal. It is in the interior construction and the addition of special hoppers that the car is most unique. An interior view is shown in the accompanying illustration.

At the center of the car are four hoppers, of steel construction, located in pairs, one each side of the center sill. The slope of the walls of the hoppers is at an angle of about 35 degrees, both walls being the same. The hopper doors all open inward toward



INTERIOR OF A HOPPER BOTTOM GRAIN CAR

the center of the car, the door portion forming the lower half of the sloping wall of the hopper. These doors are united in adjacent pairs, the lower edges being connected together by a piece of angle the width of the double hopper, the operating mechanism connecting to this cross angle.

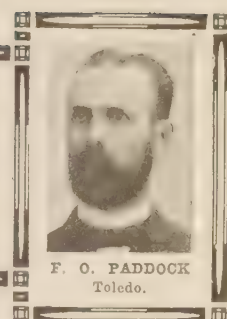
The hinged edge of the door is so constructed that when the door is closed, the meeting edges along the hinge are in close contact, forming a tight, leakage-proof door. A special feature of the hopper arrangement is the manner in which the doors are sealed so as to be proof against the leakage of the smallest grains. The closing edges of the door are constructed with a double angle. On closing, the webs of the angles, on the door and hopper, mesh into each other, so that the grain to escape must pass along the face of the angle webs, four times. The fit is such that it would be practically impossible for the grain to follow such a course.

In order that the car may be employed as an ordinary box car as required, it is provided with three doors on each side which drop down over the hopper openings, meeting at the center over the center sill. These lowering doors are of ribbed sheet steel construction similar to the end slope. The six doors are all of the same size, which is the width of the side door. The drop doors each side of the side door, fit back into recesses in the car side. The central drop door, swings up as a grain door for the side door opening. A narrow board is provided for an upper section to the grain door. When these six doors are lowered, the inner surface of the car is level, as in a standard box car, save for the sloping ends.



H. N. SAGER  
Chicago.

# NEWS OF THE TERMINAL MARKETS

F. O. PADDOCK  
Toledo.

## A CHANGE IN RULES AT CINCINNATI

A ruling on grain and hay shipments which has been distasteful to commission men was modified recently by the Grain and Hay Exchange and the Board of Directors of the body and the Chamber of Commerce. The ruling was that destinations of car lots of hay and grain should be reported when the Chamber of Commerce certified out a shipment. This operated to uncover the patron of the shipper and give his rivals a chance to cut in on his business. For this reason the rule has been modified so that only the state or shipping district and the rate need be reported.

## LOS ANGELES GRAIN EXCHANGE

About twenty grain dealers of the city of Los Angeles, Calif., met recently at the Los Angeles stock exchange to consider plans for organizing a grain exchange.

It was definitely decided to organize such an institution if a sufficient number of grain dealers were found to be interested in the project and a committee was appointed to look into the matter and report later. This committee was named as follows: W. B. Waterman of the Farmers Warehouse Company, George H. Martin of Martin & Russell, O. H. Morgan of the Globe Milling Company, E. W. Thompson of the Great Western Milling Company, and F. C. Dunlap a grain broker.

## WANTED: RECIPROCITY

Our Boy Solomon, writing for C. A. King & Co. of Toledo, says in market letter June 9: "Senate Finance Committee is almost as fickle as the weather. They now talk reciprocity but call it a 'Countervailing Duty.' They will put it on wheat and flour and other grain products. They will charge the same duty on imports that are charged against America by the countries exporting. Canada now has an import of twelve cents on wheat; forty to sixty cents barrel on flour and ten cents on oats; corn free except for distilling purposes. This is not as desirable as reciprocity because Canada will never wish to import grain but would grant other concessions which would benefit our country. Argentine will never be an importer of grain. If this 'Countervailing Duty' is adopted it may prevent free wheat from Canada this fall unless Canada calls a special session of Parliament. It is extravagance to give Canada what they wish and get nothing in return. Reciprocity is much more sensible."

## SIXTY CENTS A REASONABLE PRICE FOR CORN

In a special corn letter issued the latter part of May, George H. Phillips of Adolph Kempner Company, Chicago says: "Raising eighty per cent of the corn crop of the world, and with its corn crop worth as much as the wheat, oats and cotton crops combined, the corn farmer is in a class by himself."

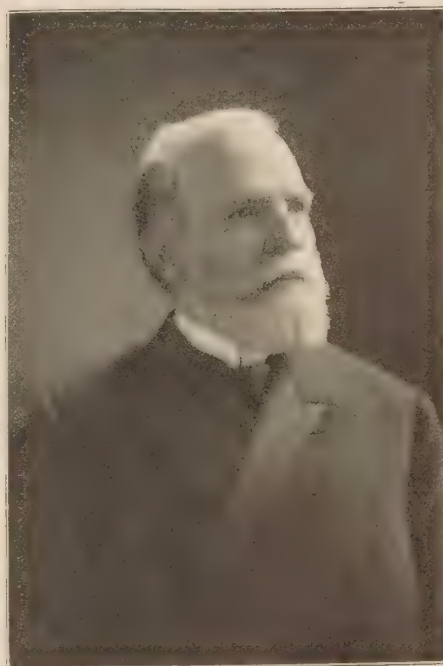
"Wheat and oats can be raised as well on Canada's Russia's or Argentine's \$25 land as on our corn belt's \$250 land. As the corn consumption increases, fertilization will take the place of rotation of crops, our wheat and oat acreage will be reduced and Canadian wheat and flour and oats will, with no tariff on them, be imported to supply our needs. Taking the tariff off cattle will give our corn farmer an opportunity to convert a greater quantity of his corn into meat, which meat will find its way to foreign countries, helping greatly to keep the balance of trade in favor of our country. In our opinion increase in price to an extremely profitable basis, will increase the acreage and thus auto-

matically, for some years at least, keep the price within reasonable limits, but on the basis of a normal yield per acre over the whole acreage, we consider sixty cents a reasonable price and a price that our corn land owners can reasonably expect to realize whether sold as corn or as meat."

## E. P. BACON

There was a celebration in Milwaukee during the past month. It was a more or less quiet affair and consequently the news did not penetrate very far into the outside world, but few there were in Milwaukee and vicinity who did not know that E. P. Bacon had observed the seventy-ninth anniversary of his birth.

When a man of Mr. Bacon's calibre lives for fifty-

E. P. BACON  
Milwaukee, Wis.

seven years in a certain locality, his influence upon the community at large becomes incalculable and such an important event as passing the seventy-ninth milestone of an eventful life cannot pass unnoticed.

Mr. Bacon came to Milwaukee from Chicago where he had been a railroad man. He engaged in the grain business, establishing the well known firm of E. P. Bacon & Co. In 1865, he joined the Milwaukee Chamber of Commerce and is now one of the oldest men on the membership roll of that body. He has also been for a long time a prominent member of the Grain Dealers' National Association and has always taken an active interest in its affairs.

With his excellent health there is little doubt that Mr. Bacon will live to celebrate many more birthdays and his many friends in the grain trade join in wishing that they may hail him successively as octogenarian, nonagenarian and centenarian.

H. L. Elliott & Co. of Minneapolis, Minn., have purchased the grain, hay and feed business of John McGregor & Co., of that city, who have retired from business. The firm of John McGregor & Co. entered the grain, hay and feed business at Minneapolis in the early eighties and is one of the pioneer concerns in that market.

## OLDEST DULUTH MEMBERSHIP

Finley Barrell, grain merchant of Chicago, on a recent business trip to Duluth, Minn., purchased the oldest outstanding membership of the Duluth Board of Trade. It was obtained from Col. C. H. Graves, United States Minister to Sweden, to whom it was issued on May 12, 1884, and signed by A. J. Sawyer as president. It is No. 5 and was issued to Col. Graves as one of the incorporators of the Duluth board. The price of membership in that organization now ranges around \$4,000 with 200 memberships.

## CONTRACT GRADES "ON TRACK" SHOULD BE MADE REGULAR FOR DELIVERY

In their closing letter for May, Pope & Eckhardt Co., Chicago, opened their daily market letter with the following paragraph:

"The prices for Standard and No. 2 white oats compared with the regular May, again emphasize the necessity of such a rule as was defeated late last year, namely, a rule to make regular for delivery, under proper safe-guards car lots of contract grades 'on track,' on last three business days of any month. It is a curious fact, that those who are congratulating themselves today, over the passage of the so-called 'Puts and Calls' bill at Springfield were those most positive in their opposition and who have since been the cause of the delay in putting forward a new rule to a vote of the association. It is deplorable that such a large proportion of the membership, is interested chiefly in 'fluctuations' and the 'promotion of speculation' and therefore it is not to be wondered at that the representatives of the people in congress feel forced to push to the front specific legislation to regulate the trade in grain and other agricultural commodities in the principal markets. We need all the legitimate trading in futures that can be fostered in grain, provisions and agricultural products for the protection of producers and consumers, but unfortunately there is too much of that, which savors of irregularities in their methods and of a disposition by the exchanges to procrastinate in their efforts to correct them—to justify the law-makers of the country to permit the exchanges to work out their own salvation."

## MILWAUKEE CHAMBER OF COMMERCE ANNUAL REPORT

We have received from H. A. Plumb, secretary, the fifty-fifth annual report of the Chamber of Commerce of the city of Milwaukee for the year ending December 31, 1912, and fiscal year of the Chamber of Commerce ending April 7, 1913. It comprises some 172 pages of statistics and general information on the trade and commerce of Milwaukee with an appendix giving the charter and rules of the chamber up to May 1, 1913. In his secretary's report Mr. Plumb stated:

"It is extremely doubtful if due recognition of the important place occupied by the grain merchandising industry is given by the average Milwaukeean. Considering the matter from a transportation standpoint, and measuring the magnitude of the grain and closely allied interests by their proportion of the total movement of freight into and out of the city, we soon become aware of the fact that raw grain (wheat, corn, oats, barley and rye) forms about 31 per cent of the entire rail tonnage entering Milwaukee; and when we include the products of wheat and barley, viz.: Flour, millfeed and malt, we find that approximately 38 per cent of



the rail receipts of all classes of freight is composed of grain and its manufactured products.

"The volume of grain received at Milwaukee for the twelve months ended December 31st, 1912, was, with only the exception of one previous year, viz.: 1898, the largest on record. This exception does not apply to oats, corn and rye, for no former year equals the receipts of these grains for 1912."

## ELECTION AT PITTSBURGH

The annual election for Board of Managers of the Grain and Hay Exchange of Pittsburgh, was held on June 10, the following being elected to serve for the ensuing year: W. A. McCaffrey, Roy V. Harper, W. W. Beatty, W. N. Gordon, Wm. Leubin, Charles Kellner and Samuel Walton.

On June 12 the Board of Managers elected the following officers: President, Samuel Walton; Vice-President, Charles Kellner; Treasurer, William Leubin; Secretary, Roy V. Harper.

## INDIANAPOLIS BOARD OF TRADE ELECTS OFFICERS

At the annual election of the Indianapolis Board of Trade election held recently the following officers were elected: President, Bert A. Boyd; Vice-President, Adolph J. Meyer; Treasurer, Tom Oddy; Governing Committee: Horace E. Kinney, P. E. Johnson, E. H. Darrach, Edward B. Roub, Harvey Mullins, Roscoe O. Hawkins, Edward D. Evans, Joseph A. Kebler, Benjamin B. Minor, John E. McGettigan and William Scott.

## CHANGES IN MEMBERSHIP

*Chicago.*—New members of the Board of Trade during the month were: A. C. Gormaly, Calvin B. Crawford, John Fisher Black, Arthur Turnbull, Joseph P. Peurrung, Jas. F. Simpson, Clarence D. Turner, Lawrence H. Armour, Alfred C. Gary, Robert J. Whyte, Harold D. McCord, Seabury Davies, Jerome E. Steerer and Harry J. Renn. The membership of Henry E. Graves, John Linderholm, Frederick Paxson, Est. of Louis G. Squire, Charlie M. Woods, Otto J. Volkman, Chas. W. Austin, Estate of Grudan G. Moore, Estate of David Simons, Wm. L. Vance, Estate of Thies J. Lefens, John G. Orchard, Estate of Chas. G. Case and Estate of L. T. Dickason were transferred.

*Duluth.*—J. A. Haglund and J. A. Savage were admitted to membership in the Board of Trade and T. W. Lovejoy withdrew. Reported by Secretary Charles F. Macdonald.

*Kansas City.*—S. B. Gregg, C. C. Orthwein and Otto Swaller, were admitted to the Board of Trade on transferred memberships from G. C. Adams, L. N. Ries and Grant W. Kenney. Reported by Secretary E. D. Bigelow.

*Peoria.*—Gus A. Peterson of F. W. Arnold & Co., Peoria, was admitted to membership in the Board of Trade. Reported by Secretary John R. Lofgren.

*San Francisco.*—F. W. Wallace, Chronicle building, San Francisco, was admitted to membership in the Grain Trade Association of the Chamber of Commerce. Reported by Secretary T. C. Friedlander.

*St. Louis.*—New members of the Merchants' Exchange are John C. McPhail, C. S. Dayton and Harry B. Anspacher. David Rothschild, Philip Burg and William F. Nichol resigned. Reported by Secretary Eugene Smith.

## TERMINAL NOTES

The Fox, Miller Grain Company was recently organized at Kansas City, Mo., with a capital stock of \$15,000. The incorporators are C. B. Fox, Stephen Miller and F. S. Stratton.

William E. White was recently elected vice-president of W. H. Perrine & Co., of Chicago, Ill., and will have the management of the future department of grain and provisions for the firm.

The Grain Clearing Company has been incorporated at Kansas City, Mo., with a capital stock of \$30,000. The incorporators are W. D. Lathrop, George H. Davis and Charles W. Lonsdale.

At the thirty-ninth annual state tournament and shoot of the Illinois State Sportsmen's Association held at Peoria the latter part of May, the Chicago Board of Trade diamond badge together with the

state championship title was won by Jay P. Graham of Chicago.

Max Blumenthal, who has been engaged in the general grain business at Cincinnati, Ohio, for upwards of twenty years past will move his offices into larger quarters on July 1 in the new Union Central building.

The Mereners & Potter Co. of Milwaukee, Wis., were forced into involuntary bankruptcy on May 22. W. E. Mereners, Jr., was president of the company, F. J. Egerer, vice president, and M. H. Potter secretary and treasurer.

Articles of incorporation have been filed at Kansas City, Mo., by the Aylesworth-Neal-Tomlin Grain Company. The capital stock is \$100,000 and the incorporators are Charles T. Neal, John R. Tomlin, and Geo. A. Aylesworth.

The Reliance Grain Company of Indianapolis, Ind., has been organized with a capital stock of \$5,000 to deal in hay, grain, etc. The incorporators are John O. Spahn, Stephen B. Loveless, Indianapolis, and Cary Jackson, Rushville.

On July 1 the Files-Thomson Company will start in the wholesale grain and seed business at Indianapolis, Ind. The firm will be composed of A. F. Files, A. W. Thomson and W. J. Mercer, all well known grain men in central territory.

The Sawers Grain Co., of Chicago, recently moved their general offices from the fifth floor of the Postal Telegraph building, Chicago, to the ninth floor, where they will have larger and more convenient quarters. S. E. Squires of Des Moines, Iowa, has just become a member of this firm.

President Messmore appointed the following delegates to represent the Merchants' Exchange of St. Louis at the twentieth annual convention of the National Hay Association to be held at Peoria, Illinois, June 24, 25 and 26: W. H. Toberman, W. H. Cordes, Fred. Deibel, Harry Boudreau, Oran J. Allen, D. W. Clifton, Dan Mullally and V. C. Tice.

John W. Radford of Pope & Eckhardt Co., Chicago, was delegate of the Chicago Board of Trade in the recent tour of the Chicago Association of Commerce delegation through Illinois, under the auspices of the Trade Extension Committee. The special train bearing the delegation left Chicago June 1 and some 35 cities were visited before their return on June 14.

J. W. Raymond, a widely known grain buyer of the Northwest and recently manager for P. J. Fransioli & Co., of Spokane, Wash., resigned his position to engage in business on his own account. He has offices in the Paulsen building at Spokane and was succeeded in his old position by W. L. Wilson, who has been in the main offices of the Fransioli Company at Seattle.

A file on which to hang the "Red Letter" has been sent to their patrons by the authors of the letter, J. F. Zahm & Co., of Toledo, Ohio. Zahm's Red Letter has been issued daily since 1879, and many firms have kept the letters on file for reference. It was with the object of affording greater convenience for filing that the Toledo firm had manufactured and have sent out the file.

Ware & Leland of Chicago, purchased, the latter part of May, the business of Watson & Co., grain and stock brokers on the Minneapolis Chamber of Commerce, Minneapolis, Minn. This new Minneapolis office will be connected with the firm's private wire system extending from Boston, New York, Atlanta and Jacksonville, Fla., to Winnipeg, Vancouver and Central Kansas. It was announced that R. Sharp Stephens would be the local manager for the firm.

In a recent suit brought in the Chicago courts by Mrs. Mattie D. Barnard against Clement, Curtis & Co. of Chicago, to recover \$25,000 which she claimed she had lost in buying and selling stocks through the defendants, the jury brought in a verdict in favor of the brokers. Mrs. Barnard brought suit under the gambling statute and it was necessary to prove that neither of the parties to the stock and grain deals intended to accept delivery. The jury decided that it was the intention of the

brokers to make and accept delivery of grain or stocks in all instances, although it may not have been the intention of the plaintiff to do so.

The Martin Mullally Commission Company has succeeded the John Mullally Commission Company at St. Louis, Mo. The latter company was one of the oldest and best known on the St. Louis Merchants Exchange and handled a large volume of business from Iowa, Illinois, and central territory. There is no change except in name as Martin Mullally has been identified with the business for years past.

The Central Commission Company is a new firm recently organized with headquarters at Hutchinson, Kan., to do a general car lot grain business. It is composed of A. L. Hausam, of Coweta, Okla., and George Moll and J. P. Hausam of Hutchison. The members of the firm are well known and experienced grain men in the southwest and they will operate chiefly in Oklahoma, Texas and Colorado.

The W. S. Cowen Grain Commission Co. is in process of formation to do a general grain commission business at Chicago, Ill. The head of the new company is W. Scott Cowen, former State Grain Inspector, and he will have associated with him men of experience with himself, capable of giving patrons of the new concern intelligent service based on practical knowledge acquired through years of actual work in the state grain inspection department. The capital of the new firm will be ample and officers and further particulars will be announced later.

If plans of a committee of Kansas City grain dealers are carried out there will be put into commission a barge line for the shipment of grain direct from Kansas City to New Orleans, and the Gulf of Mexico. The movement has the endorsement of Geo. H. Davis, chairman of the Committee on Transportation of the Kansas City Board of Trade. The Kansas City Navigation Company has devoted itself principally to trade on the Missouri, between Kansas City and St. Louis, and the present movement is the first concerted effort toward through freight service by water to the gulf.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, grain products, hay and seed at the leading receiving and shipping points in the United States for the month of May, 1913:

BALTIMORE.—Reported by James B. Hessong, Secretary of the Chamber of Commerce.		Receipts—		Shipments—	
Articles.	1913.	1912.	1913.	1912.	
Wheat, bu.....	3,213,366	1,499,067	2,614,130	993,743	
Corn, bu.....	268,110	416,137	298,786	5,980	
Oats, bu.....	419,152	722,543	50,770	520	
Barley, bu.....	126,300	.....	81,800	.....	
Rye, bu.....	170,103	10,854	137,143	.....	
Hay, tons.....	5,209	6,180	971	1,243	
Flour, bbls.....	180,630	138,637	79,371	51,043	

**BUFFALO.**—Reported by F. E. Pond, Secretary of the Corn Exchange.

Articles.		Receipts—		Shipments—	
1913.	1912.	1913.	1912.	1913.	1912.
Wheat, bu.....	13,619,554	20,086,859	.....	.....	.....
Corn, bu.....	2,569,049	2,550,661	.....	.....	.....
Oats, bu.....	3,230,136	4,055,450	.....	.....	.....
Barley, bu.....	1,732,281	1,347,053	.....	.....	.....
Rye, bu.....	204,545	25,006	.....	.....	.....
Flour, bbls.....	1,155,422	844,473	.....	.....	.....

**CHICAGO.**—Reported by J. C. F. Merrill, Secretary of the Board of Trade.

Articles.		Receipts—		Shipments—	
1913.	1912.	1913.	1912.	1913.	1912.
Wheat, bu.....	1,668,000	2,099,400	2,970,000	3,704,200	
Corn, bu.....	5,135,000	5,867,550	5,015,000	6,319,650	
Oats, bu.....	10,788,000	7,376,400	8,208,000	6,657,100	
Barley, bu.....	1,580,000	604,500	362,000	159,500	
Rye, bu.....	140,000	88,500	130,000	28,000	
Tim. seed, lbs..	1,509,000	387,500	2,229,000	359,800	
Clover seed, lbs.	109,000	213,000	90,000	106,100	
Other grass seed, lbs.....	527,000	529,800	1,910,000	2,954,700	
Flax seed, bu.....	344,000	227,400	2,000	16,300	
Broom corn, lbs.	1,166,000	461,000	1,320,000	506,300	
Hay, tons.....	16,984	32,468	574	5,346	
Flour, bbls.....	765,000	450,550	489,000	462,302	

**CINCINNATI.**—Reported by W. C. Culkins, Secretary of the Chamber of Commerce.

Articles.		Receipts—		Shipments—	
1913.	1912.	1913.	1912.	1913.	1912.
Wheat, bu.....	195,919	158,162	166,583	121,457	
Corn, bu.....	669,655	557,626	303,145	196,708	
Oats, bu.....	682,557	294,130	534,607	113,673	
Barley, bu.....	45,026	15,000	5,113	10	
Rye, bu.....	44,253	12,339	17,131	5,031	
Timothy seed, 100-lb. bags..	6,102	878	1,831	2,024	
Clover seed, 100-lb. bags..	1,457	534	1,354	1,754	
Other grass sd., 100-lb. bags..	6,992	7,246	6,042	6,290	
Flax seed, bu.....	20	45	9	11	
Broom corn, lbs.	19,090	55,021	24,842	19,300	
Hay, tons.....	18,275	17,049	13,061	8,159	
Flour, bbls.....	104,299	111,179	53,450	44,269	



**CLEVELAND.**—Reported by M. A. Havens, Secretary of the Chamber of Commerce.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	38,144	141,602	80,833	41,685
Corn, bu.....	193,740	391,491	59,334	116,107
Oats, bu.....	232,692	1,396,980	56,448	289,614
Barley, bu.....	4,609	2,160	.....	.....
Rye, bu.....	508	1,505	.....	.....
Flax seed, bu.....	26,609	5,000	1,895	.....
Hay, tons.....	4,363	5,162	375	1,491
Flour, bbls.....	51,486	61,988	8,323	17,424

**DETROIT.**—Reported by M. S. Donovan, Secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	109,000	120,000	135,100	8,000
Corn, bu.....	101,600	170,400	57,300	79,672
Oats, bu.....	237,000	244,500	2,600	22,780
Barley, bu.....	1,000	1,740	.....	1,759
Rye, bu.....	4,000	7,000	1,100	.....
Flour, bbls.....	31,000	19,753	35,800	21,623

**DULUTH.**—Reported by Chas. F. MacDonald, Secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	4,153,834	1,744,806	8,773,617	9,520,149
Corn, bu.....	19	7,936	47,014	.....
Oats, bu.....	757,155	456,514	1,429,925	3,889,606
Barley, bu.....	775,197	110,490	1,109,590	290,840
Rye, bu.....	90,209	12,517	83,086	88,096
Flax seed, bu.....	773,784	639,281	1,969,938	830,932
Flour, bbls.....	704,000	418,250	956,965	492,640
Flour, product'n	77,700	73,680	.....	.....

**GALVESTON.**—Reported by John H. Upschulte, Chief Grain Inspector of the Cotton Exchange and Board of Trade.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	783,000	72,000	757,240	.....
Corn, bu.....	29,000	25,000	17,142	.....
Oats, bu.....	2,000	.....	.....	.....
Barley, bu.....	2,000	.....	.....	.....
Rye, bu.....	15,000	.....	.....	.....
Flour, bbls.....	.....	.....	30,930	29,800

**INDIANAPOLIS.**—Reported by Wm. H. Howard, Secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	63,000	48,000	31,000	24,000
Corn, bu.....	1,300,000	1,009,000	328,000	326,000
Oats, bu.....	540,000	230,000	77,000	117,000
Hay, cars.....	68	244	.....	.....

**KANSAS CITY.**—Reported by E. D. Bigelow, Secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	1,586,400	882,000	1,556,400	1,303,200
Corn, bu.....	1,043,750	1,947,500	856,250	1,726,250
Kaffir corn, bu.....	128,700	185,900	603,500	321,300
Oats, bu.....	601,800	409,700	189,000	161,000
Rye, bu.....	6,600	2,200	.....	.....
Barley, bu.....	49,000	11,200	1,400	4,200
Flax seed, bu.....	1,000	.....	.....	.....
Bran, tons.....	620	2,640	9,900	.....
Hay, tons.....	27,996	24,240	6,360	4,308
Flour, bbls.....	16,250	22,500	188,500	104,500

**MINNEAPOLIS.**—Reported by H. W. Moore, Statistician of the Chamber of Commerce.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	5,070,510	3,686,160	2,360,450	2,138,520
Corn, bu.....	256,220	385,240	17,507	27,530
Oats, bu.....	596,260	543,080	1,329,730	965,560
Barley, bu.....	1,059,840	290,920	1,054,700	379,960
Rye, bu.....	105,200	175,570	126,340	45,530
Flax seed, bu.....	518,070	570,920	90,750	139,040
Hay, tons.....	1,870	4,390	40	2,210
Flour, bbls.....	49,141	31,671	1,489,109	1,186,734

**MONTREAL.**—Reported by George Hadrill, Secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	7,252,343	6,159,826	6,316,430	5,690,492
Corn, bu.....	82,179	16,152	17,507	2,668
Oats, bu.....	2,343,404	1,431,002	1,693,308	1,392,778
Barley, bu.....	1,610,118	109,045	1,470,306	131,524
Rye, bu.....	71,250	.....	42,857	.....
Flax seed, bu.....	1,072,518	94,492	523,194	.....
Flour, sacks.....	302,017	220,468	266,461	202,211

**NEW YORK.**—Reported by H. Heinzer, Statistician of the Produce Exchange.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	7,226,400	6,799,200	4,930,407	5,674,390
Corn, bu.....	374,000	268,735	268,304	248
Oats, bu.....	2,191,422	1,203,225	619,270	184,643
Barley, bu.....	455,600	188,109	299,570	45,618
Rye, bu.....	632,500	1,150	68,871	.....
Tim. seed, lbs.....	.....	.....	520	.....
Clover seed, bags.....	1,754	1,685	593	271
Flax seed, bu.....	1,339,000	218,942	183,913	.....
Hay, tons.....	28,462	24,464	.....	.....
Hay, bales.....	.....	.....	16,041	5,595
Flour, bbls.....	728,932	638,558	327,457	392,432

**NEW ORLEANS.**—Reported by W. L. Richeson, Chief Grain Inspector of the Board of Trade.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	.....	.....	1,240,000	1,002
Corn, bu.....	.....	.....	103,805	140,330
Oats, bu.....	.....	.....	48,152	3,353

**OMAHA.**—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	1,423,200	998,000	1,207,200	1,060,800
Corn, bu.....	1,112,400	2,488,000	1,006,500	1,854,600
Oats, bu.....	855,100	683,400	1,356,000	1,485,000
Barley, bu.....	33,600	32,200	6,000	6,000
Rye, bu.....	38,500	2,300	21,000	1,000

**PEORIA.**—Reported by John R. Lofgren, Secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	81,000	124,000	45,000	61,000
Corn, bu.....	1,182,100	1,010,366	536,150	597,581
Oats, bu.....	814,800	588,425	1,038,769	762,275
Barley, bu.....	192,500	92,975	82,535	55,161
Rye, bu.....	15,600	30,000	4,800	12,299
Flax seed, tons.....	5,832	3,730	8,912	6,740
Mill feed, tons.....	240,000	120,000	180,000	60,000
Broom corn, lbs.....	30,000	.....	105,000	30,000
Hay, tons.....	2,020	3,800	287	1,627
Flour, bbls.....	256,600	189,655	216,805	169,593

**PHILADELPHIA.**—Reported by Frank E. Marshall, Secretary of the Commercial Exchange.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	3,933,833	3,513,361	3,147,928	2,806,499
Corn, bu.....	166,430	131,967	67,630	2,158
Oats, bu.....	630,937	453,611	.....	69,897
Barley, bu.....	73,772	.....	15,046	.....
Rye, bu.....	6,400	3,200	.....	.....
Flax seed, bu.....	385,877	.....	58,900	.....
Hay, tons.....	6,952	8,415	.....	.....
Flour, bbls.....	173,951	141,259	13,582	41,780

**SAN FRANCISCO.**—Reported by Wm. B. Downes, Statistician of the Chamber of Commerce.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, centals.....	352,496	.....	188	.....
Corn, centals.....	9,612	.....	318	.....
Oats, centals.....	43,299	.....	3,308	.....
Barley, centals.....	132,029	.....	7,795	.....
Rye, centals.....	5,690	.....	.....	.....
Hay, tons.....	9,299	1,175	.....	.....
Flour, bbls.....	105,678	.....	38,159	.....

**ST. LOUIS.**—Reported by Eugene Smith, Secretary of the Merchants' Exchange.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	1,662,351	780,456	1,829,470	855,402
Corn, bu.....	2,375,700	1,935,810	1,136,310	1,308,270
Oats, bu.....	1,655,800	1,410,065	1,126,400	831,600
Barley, bu.....	8,000	3,200	3,740	2,910
Rye, bu.....	4,400	161,640	6,110	.....
Bran, sacks.....	69,040	71,680	572,310	299,075
Hay, tons.....	14,890	19,015	7,805	10,040
Flour, bbls.....	249,735	241,735	279,700	217,095

**TOLEDO.**—Reported by Archibald Gassaway, Secretary of the Produce Exchange.

Articles.	Receipts		Shipments	
	1913.	1912.	1913.	1912.
Wheat, bu.....	305,000	822,300	305,000	594,700
Corn, bu.....	242,400	207,900	224,800	174,200
Oats, bu.....	201,600	108,000	248,000	67,900
Barley, bu.....	1,000	.....	1,000	.....
Rye, bu.....	3,000	2,000	1,900	.....
Tim. seed, bags.....	230	595	783	.....
Clover sd., bags.....	636	710	604	862
Alsike sd., bags.....	162	80	83	.....

## EXPORTS AND IMPORTS

The following is a statement of the exports and imports of various cereals, seeds, etc., for the month of April, 1913, and for the 10 months ending with April, 1913, as reported by the Bureau of Statistics, Department of Commerce and Labor (quantities only unless otherwise stated):

ARTICLES.	April, 1912		TEN MONTHS, ENDING APRIL	
	1912	1913	1912	1913
<b>Exports—</b>				
Barley, bu.....	1,540	1,060,763	1,480,298	16,728,796
Buckwheat, bu.....	41	180	180	1,335
Corn, bu.....	1,815,137	5,596,331	38,550,173	47,070,291
Corn Meal, bbls.....	38,753	28,017	382,102	364,685
Oats, bu.....	110,565	357,386	1,469,220	32,915,297
Oatmeal, lbs.....	495,108	6,955,416	8,145,814	39,269,928
Rice, lbs.....	244,767	559,700	25,982,737	7,094,052
Rye, bu.....	140	314,931	4,934	1,206,787
Rye Flour, bbls.....	66	197	3,483	4,048
Wheat, bu.....	1,385,960	6,589,975	29,357,704	78,783,572
Wheat Flour, bbls.....	786,001	939,858	9,510,603	9,726,439
Bran, Millfeed, etc., tons.....	14,417	301	124,397	5,428
Dried Grains, etc., tons.....	6,549	8,144	58,722	56,728
Rice bran and polish, lbs.....	290,404	504,520	12,377,386	13,555,700
Total Breadstuffs.....	\$7,967,726	\$10,830,936	\$12,278,995	\$185,079,359
Glucose and Grape Sugar, lbs.....	14,701,729	13,146,804	154,023,224	168,005,704
Hay, tons.....	4,313	5,068	49,282	53,102
Oil Cake and Oil-Cake Meal.....	5,281,579	7,724,474	56,629,127	60,553,273
Corn, lbs.....	62,187,384	70,717,178	1,221,786,879	1,009,564,994
Cotton Seed.....	62,554,749	74,312,388	516,424,844	705,934,689
Flaxseed or Linseed lbs.....	3,229,031	1,124,417	21,016,675	16,209,740
Vegetable Oils.....	35,261,564	35,573,755	363,211,978	280,826,739
Cotton Seed, lbs.....	12,953	135,586	186,000	1,647,46



## TRADE NOTES

E. F. Wallace, who has spent some time on the Pacific Coast, is again representing the Wolf Company of Chambersburg, Pa., with headquarters at Owosso, Mich.

E. H. Reynolds of 332 South La Salle street, Chicago, Ill., is placing his new Reynolds Drier on the market. The corn and milling trade is showing great interest in its unusual and unique features for insuring perfect drying.

The Barry-Wehmiller Machinery Company of St. Louis, Mo., manufacturers of milling and malting machinery, has increased its capital stock from \$34,000 to \$200,000 and will build a new plant on a site recently purchased on the North End Terminal Belt line.

The B. F. Gump Co.'s Net Price Book and Catalogue No. 69, is just out and is unusually complete with a large line of specialties kept in stock for immediate shipment by this large and well known Chicago elevator and mill supply house. The catalogue will be mailed to any dealer on request.

The statement that appeared in some of the papers to the effect that one of the shops of the Great Western Manufacturing Company of Leavenworth, Kan., was partly burned on May 22, is not correct. The fire was insignificant and partially burned a wooden shed entirely detached from the other buildings of the plant. No damage whatever occurred to any of the shops.

If the test of any system or device is its efficiency then the Climax Scoop Truck, manufactured by the Detroit Scoop-Truck Company of Detroit, Mich., must be considered a 100 cents-on-the-dollar machine. Men who carry grain or coal from the end of a box car with a hand scoop should know that the Climax Scoop Truck will enable them to do ten times as much with less expenditure of strength. There are hundreds of satisfied users who can testify to its efficiency as a time and labor saving device which pays for itself in one week's continuous use.

The B. F. Goodrich Company, manufacturers of Goodrich Grain Belting and Goodrich Tires, with factories at Akron, Ohio, and branches in all leading cities, have just issued a catalogue with the title "Motor Trucks of America." The book contains photographs and the more important specifications of the 1913 models of motor trucks made in America whose manufacturers furnish Goodrich Wireless Motor Truck Tires either as standard equipment or will supply them with no extra charge when specified. The book comprises some 67 pages with an equal number of illustrations of motor trucks on which Goodrich Wireless Tires are used as regular or optional equipment.

Cotton seed frequently contains 20 to 25 per cent moisture and losses from deterioration have been so numerous in the past that for several months one of the large cotton oil concerns of the South has been studying the drier proposition and seeking machinery for drying damp cotton seed. Ordinary grain driers are not applicable, for the reason that cotton seed is very light, and being coated with lint, mats and hangs together, and will not flow as grain must flow to get it through the ordinary drier. The services of the Hess Warming and Ventilating Company of Chicago, were secured and after considerable experimenting a machine was built and installed at Augusta, Ga. B. M. Hess, of the Hess Warming and Ventilating Company, and one of its engineers, installed this drier and spent several weeks operating it and demonstrating its efficiency. Success beyond anticipation attended their efforts and the Hess company now boasts an order for ten of its large machines, each having a capacity of 1,000 bushels per hour, to be installed at ten different mills in the South. The entire in-

vestment aggregates \$80,000.00, and the work is to be completed before September 1. The Hess Driers have been adapted to a number of other products beside grain, and are used quite extensively for drying of beans and seeds, coffee, cocoa, washed gravel, coal dust, pulverized slag, etc.

A fanning mill contest is scheduled to take place at Winnipeg, Manitoba, July 10 and 11. C. F. Chase, professor of agricultural engineering at the North Dakota Agricultural College, will be engineer in charge. There will be two divisions—hand and power cleaners and these are divided into wheat, oats, barley, flax and general purpose cleaners. The machines will be judged according to score card: 175 points for efficiency, 175 points for capacity, and 150 points for design and construction, total of 500 points.

The John S. Metcalf Company, Limited, Montreal and Chicago, have been awarded a contract by the Canadian Pacific Railway for construction of all of the buildings along the new line of the C. L. O. & W. Railway, about 180 miles in length, extending from the present line at Glen Tay, Ontario, near Smith's Falls, to the main line at Agincourt, not far from Toronto. The contract includes seven brick stations, twelve wooden stations, nine 40,000-gallon water tanks, a twelve stall engine house with turntable, machine shop, coaling plant, ash pit and sand house; nine freight sheds, an ice house, seven station residences, twenty-five tool houses, and miscellaneous buildings, a total of about eighty-five structures. Work on the new line is progressing rapidly under the direction of C. W. P. Ramsey, Engineer of Construction, and it is the intention to have all of the above buildings ready for use by the end of the present year.

What is without doubt a new departure in catalogue publications comes to us this month from the Witte Iron Works Co., manufacturers of the well known Witte Gas and Gasoline Engines, at 2429 Oakland avenue, Kansas City, Mo. The publisher takes the reader frankly into his confidence and tells how he is selling his engine direct from factory to the uses, and why he can lay down so high grade an engine at so reasonable a price. The company's new plan of direct selling is outlined in detail and all their engines are fully described and illustrated. Opposite the title page, and under the caption "Who we are" the following is printed over the signature of Ed. H. Witte, president: "The Witte Iron Works Co., manufactures and sells Witte gas, gasoline, and oil engines. Nothing else. Established in 1870, in Kansas City, forty-three years ago, the works have been in continuous operation ever since. First, as August Witte; then as A. Witte & Son. Later, when my father, August Witte, retired, I succeeded to the principal ownership and management. To insure permanency, I had the business incorporated under the name, Witte Iron Works Co. I had then, as I have now, all the financial strength necessary, but I could not, as no other man can, foresee the day of possible disability. I shall continue in control, and expect to live a long time yet. But, whether I live or die, every obligation of my company to every customer will be cheerfully and faithfully discharged to the last letter. We have a quarter of a million dollars fully paid up capital. No capital stock for sale. Every stockholder is a department head, actively connected with the business. We have no debts. We own our entire works, covering over three acres, and all the ground they stand on. The growth of our business is illustrated by the pictures, on the next page, of the buildings successively occupied. Also by the line of our engines described as in this book. To the thousands of our customers, in all of the United States, and in many foreign countries, I take this occasion to again ex-

press my appreciation of their enduring friendship as well as their business. Witte customers are friends, and in that there is a compensation I cannot fully express in words or dollars, though it has built up our entire business. I can express it better in engine value. To have you and your neighbors for customers and friends, I offer you the best engine value in America, and pledge you the fairest and squarest treatment that any man can have with another."

"Lest you forget," readers of our paper are advised by the Joseph Dixon Crucible Company, Jersey City, N. J., to sit down and write for a copy of their attractive new booklet "Dixon Graphite Brushes." Dixon's Brushes for dynamos and motors have long had an enviable reputation for perfect commutation. These brushes being composed almost entirely of high grade graphite prevent sparking and wear of the commutator. They do not gum the commutator, are tough and strong and have very long life if properly adjusted. They have a decided advantage because their losses from friction on the commutator are less than with carbon brushes; moreover the commutator is always automatically lubricated, whereas with carbon brushes there are conditions under which applied lubrication is necessary. In addition to complete rules for using the brushes under various conditions of service there are also included valuable suggestions for using Dixon's Lubricating Rods for manufacturing arc light plungers, oil-less bearings, dash-pots, and for other applications where oil or grease lubrication cannot be conveniently employed. Another product mentioned is Dixon's Graphite Resistance Rods which are furnished in a large number of combinations of size and electrical resistance. The fact that the rods are cheap and are so compact makes them especially desirable.

#### INVESTIGATING SUBSTITUTES FOR GASOLINE

An announcement of great interest to gas engine owners everywhere is that the National Association of Automobile Manufacturers and the Society of Automobile Engineers will co-operate in a movement to investigate the applicability of kerosene and other low-grade petroleum products as a substitute for gasoline. This movement is significant in that it is the first definite response to the present complaints throughout the country against the advance in price of gasoline accompanied by a lower-grade product.

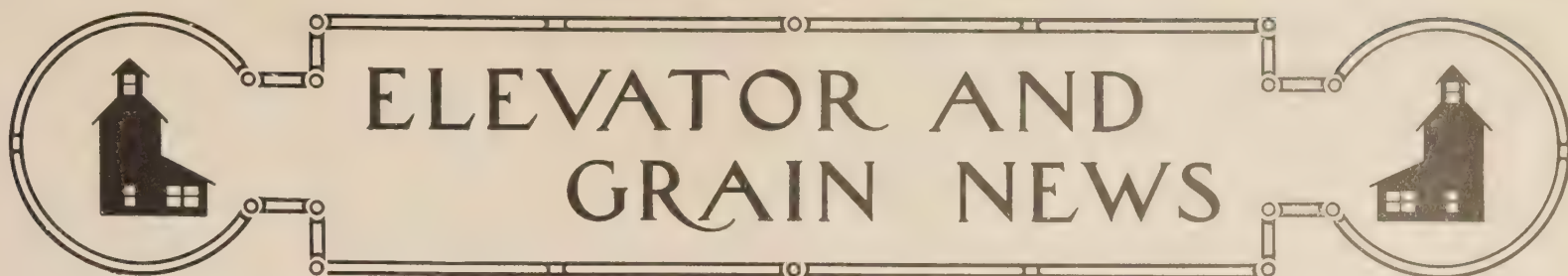
Although only tentative plans have been made thus far, the commercial side of the problem will be handled by the manufacturers' association and the research work will be looked after by the automobile engineers.

Special opportunity will be given inventors and others who are interested in the development of new fuels as substitutes for gasoline to demonstrate not only their applicability to gasoline engines, but also the extent to which they can be produced and the probable relative cost. In this connection the investigation will study fuels, such as the new "motor spirit," which is manufactured from a residue formerly marketed at a low price as fuel oil.

Coal tar, peat and even vegetable refuse are possible sources of hydrocarbon compounds that may be used as fuel that are at present under investigation by various authorities, while several companies have recently undertaken the exploitation of fuels declared to be suitable as gasoline substitutes which are not directly dependent on the petroleum market, or which are entirely independent of it. Those interested in substitute products, as well as in new processes for increasing the yield of gasoline and similar products from petroleum itself, will be invited to place them before the investigators.

In a similar way, inventors of carburetors and other devices calculated to adapt the ordinary gasoline engine to the use of kerosene, distillate and similar low-grade fuels, will be given opportunity to demonstrate their merits to the satisfaction of the investigators.





## EASTERN

John C. Cook of Topton, Pa., contemplates building an elevator.

The Lehigh Railroad Company will install a grain-drying system in its new 350,000-bushel elevator now under course of construction at Communipaw, N. J.

The J. A. Barry Grain Company of Albany, N. Y., has opened a branch office in the Chamber of Commerce Building in Buffalo, N. Y. George A. Barry will have charge of the office.

The Flushing Grain and Hay Company has been incorporated at Flushing, N. Y., with a capital stock of \$10,000. William G. Reichert and August Simons of Flushing, and William C. Bloomingdale of New York City, are the directors.

W. S. Post & Co., Inc., have been incorporated at New York City, with a capital stock of \$1,000, to deal in grain, flour and mill feeds. The incorporators are Edward Whalley of Jersey City, N. J., and Nettie Amy Bray of New York City.

The East Greenwich Mills Company, Inc., has been organized at East Greenwich, N. Y., with a capital stock of \$10,000, to deal in grain, hay, flour, feed, etc. The incorporators are Jarvis P. O'Brien of Troy, N. Y., and John F. O'Brien and Elizabeth L. O'Brien of West Chazy, N. Y.

James Stewart & Co. of Chicago will soon begin work on the \$60,000 grain dryer, which will be erected in connection with the \$1,000,000 elevator of the Pennsylvania Railroad at Girard Point, Philadelphia, Pa. The building which will house the dryer will be three stories high and constructed of concrete and steel.

A. J. Stone, general manager of the Erie Railroad and R. S. Parsons, assistant general manager, have been looking over the situation at Buffalo, N. Y., preparatory to the reconstruction of the elevator recently destroyed by fire. "It is probable," said Mr. Stone "that the new elevator will be built directly on the spot of the old structure, however, we own property directly opposite the old structure on the other side of the river. The new structure will contain the latest improvements and will probably be built of concrete."

## ILLINOIS

The elevator at Proctor, Ill., has been remodeled.

A new elevator is under course of construction at Hadley, Ill.

Davis Bros. are building a new grain office at Chesterville, Ill.

An addition has been built to the office of the elevator at Danville, Ill.

Hartman M. Kersten is building a 10,000-bushel elevator at Bradford, Ill.

Initial steps have been taken for the organization of the Township Line Grain Elevator Company near Lincoln, Ill.

Herman Watt has sold his half interest in the elevator at Elvaston, Ill., to William Gable, who is now sole owner.

A new farmers' elevator has been completed at Graymont, Ill., to replace the one destroyed by fire several weeks ago.

The Farmers' Elevator Company of Dana, Ill., has purchased the elevator at that place from P. E. Beutke for \$8,700, and possession was given on June 1.

The El Paso Elevator Company of El Paso, Ill., has built lumber sheds in connection with its elevator and will engage in the lumber business in addition to its grain trade.

The Farmers' Grain and Coal Company of Flanagan, Ill., has purchased the elevators and coal sheds at that place formerly owned by Locker Bros., and will take possession on July 1.

The Andres & Wilton Grain and Supply Company has been incorporated at Andres (R. F. D. from Peotone), Ill., with a capital stock of \$15,000. The incorporators are Henry G. Gerdes, J. E. Eyrich and Charles Andrews.

J. H. Dole & Co. of Chicago, are removing their old elevator at Galesburg, Ill., to a site on the Chicago, Burlington & Quincy Railroad and rehabilitating the same, the Burrell Engineering and Con-

struction Company of Chicago taking charge of the work.

The Farmers' Elevator was incorporated at Beckemeyer, Ill., with a capital stock of \$3,000, by Herman Trapp, John Mahlandt and William Zinschlag.

H. J. Badenoch of Chicago has awarded a contract for the erection of a 12-story concrete and brick elevator to the Stephens Engineering Company of Chicago. The plant will cost approximately \$100,000.

J. C. Dewey & Co. have placed their contract with the Burrell Engineering and Construction Company of Chicago, for a new elevator at Annawan, Ill. It will be of cribbed construction and ironclad with a capacity of 30,000 bushels.

The annual ball game of the Chicago Board of Trade was played at Comiskey's Park on June 13, the proceeds helping to complete a boy scout camp at Crystal Lake, Whitehall, Mich. The team was opposed by the Chicago University team.

Edward R. Bacon, a member of the Chicago Board of Trade, has purchased from the Grain Traders' Elevator Company, the Keystone Elevator at South Chicago, Ill., located at 106th Street on the Calumet River, for \$150,000 and other considerations.

## SOUTHERN AND SOUTHWESTERN

T. J. Rasp and J. R. Smiley have purchased the Farmers' Elevator at El Reno, Okla.

A Mr. Kuykendall has purchased a site at Duncan, Okla., on which he will erect an elevator.

A farmers' elevator company, which is being organized at Camargo, Okla., plans to build an elevator.

The Capital Grain and Feed Company has been incorporated at Montgomery, Ala., with a capital stock of \$20,000.

W. J. Lambe of the firm of Lambe & Son, Wellington, Kan., has purchased the elevator of Buetke Bros. at Blackwell, Okla.

The Wells Elevator at Yukon, Okla., has been leased by the Plansifter Milling Company, and will be remodeled and operated.

The Commercial National Bank of Shreveport, La., has purchased the plant of the Hamite-Busby Mill and Elevator Company, through receivership proceedings, for \$20,000.

A charter has been granted to the Julian A. Ivy Grain Company at Fort Worth, Texas. The capital stock is \$4,000 and the incorporators are Julian Ivy, J. L. Walker and Julia R. Ivy.

The Texas Grain and Elevator Company has been incorporated at Fort Worth, Texas, with a capital stock of \$20,000. The incorporators are E. M. Rogers, J. B. Rogers and G. H. Rogers.

The Early Grain and Elevator Company has been incorporated at Amarillo, Texas, with a capital stock of \$40,000. The incorporators are Eugene Early, Allen Early and Harry L. Kearns.

The Westbrook Grain and Commission Company is now completing the erection of its \$50,000 elevator and milling plant at Pine Bluff, Ark., which will be ready for occupancy about July 1.

The Carolina, Clinchfield & Ohio Railway contemplates, it is reported, building grain elevators and warehouses at St. Paul, Va. Ward Crosby of Johnson City, Tenn., is the chief engineer of the company.

Douglass W. King, who has been associated with the Fort Worth Elevators Company, has opened an office in the Exchange building at Fort Worth Texas, and will engage in the grain, feed and hay business.

The Norfolk Grain and Feed Company has been incorporated at Norfolk, Va., with a capital stock of \$15,000. The officers are: R. A. Sebrell, president; L. A. Cowper, vice-president, and G. D. Turner, secretary-treasurer.

The Claremore Mill and Elevator Company has been incorporated at Claremore, Okla., with a capital stock of \$40,000. The incorporators are C. W. Turner and T. B. Turner of Muskogee, Okla., and M. M. Moberly of Oklahoma City, Okla.

The Katy Mill and Elevator Company, which recently purchased the McAlester Mill and Elevator Company at McAlester, Okla., has constructed a warehouse and it is probable that two steel grain

storage tanks will be added. H. C. Smith is manager of the new company.

The Blair Grain Company has been incorporated at Dallas, Texas, with a capital stock of \$10,000. The incorporators are R. W. Blair, Jesse Kitching and W. R. Harris.

## IOWA

The Frazier Elevator at Palmer, Iowa, has been remodeled.

The Farmers' Grain Company has remodeled its elevator at Fraser, Iowa.

The elevator at Prairieburg, Iowa, recently destroyed by fire, will be rebuilt.

The Gaza Grain and Supply Company of Gaza, Iowa, has filed a notice of dissolution.

It is probable that a farmers' co-operative elevator will be established at Lowden, Iowa.

The Farmers' Grain and Lumber Company has practically completed its new house at Marathon, Iowa.

Dow & Co. expect to dismantle their elevator at Superior, Iowa, and erect a 40,000-bushel house on the site.

Elmer Simpson is rebuilding the elevator and office at South Amana, Iowa, which were destroyed by fire recently.

The Farmers' Elevator Company at Rockwell City, Iowa, has increased its capital stock from \$2,500 to \$5,000.

J. S. Pulley of Palmer, Iowa, has bought an elevator at Zearing, Iowa, and will remove to Zearing to operate the house.

The Garden Grove Elevator Company of Garden Grove, Iowa, owned by Charles D. Wheeland and Henry F. Strohl, has dissolved.

The Farmers' Elevator Company of Armstrong, Iowa, has gone into the hands of a receiver and the elevator will be sold at auction.

The stockholders of the elevator company at Logan, Iowa, have voted to displace their old house with a new 16,000-bushel elevator.

A Farmers' Elevator Company has been organized at Elberon, Iowa, by George Wiese and others. The company will either buy or build a house.

Eugene Wilson and J. S. Hylton, who have been engaged in the grain business at Winterset, East Peru and Lorimer, Iowa, have formed a partnership.

The Whittemore Elevator Company of Whittemore, Iowa, has awarded the contract for the erection of a 30,000-bushel elevator, to be completed by August 1.

The Neola Grain Company has taken possession of the West Elevator at Collins, Iowa, and a 22 horsepower gas engine and new scales have been installed.

The elevator of the Bickel Grain Company at Vinton, Iowa, has been taken over by the Harmon Coal Company of Chicago, which will conduct the business after July 1.

The Farmers' Co-operative Elevator Company of Union, Iowa, has filed articles of amendment changing its name to the Union Grain Company and increasing its capital stock to \$25,000.

The Farmers' Brick, Tile and Elevator Company has been incorporated at Traer, Iowa, with a capital stock of \$25,000. The directors are A. Mathern, D. E. Bryson, E. C. Findley and A. E. Budlong.

John A. Irving of Anita, Iowa, has awarded a contract for the construction of an elevator to the Burrell Engineering and Construction Company of Chicago, the building to be completed in July.

The Farmers' Elevator Company has been incorporated at Minburn, Iowa, with a capital stock of \$5,000, which may be increased to \$25,000. E. M. Rex is president and F. G. Anders is secretary.

The recently organized Farmers' Grain Company at Fernald, Iowa, has purchased the elevator and business of the B. A. Lockwood Grain Company at that place. C. A. Funk will manage the plant.

The Farmers' Elevator Company of Maileom, Iowa, is building a lumber shed, 60x72 feet in size. In addition to the elevator, 22x28 feet in size, has just been completed, the first floor to be used for salt.



while the second floor will be utilized as a storage room for seeds.

A. B. Meyers has traded his elevator and store business at Nira, Iowa, to Fesler & Boone.

Frank J. Turner of Fonda, Iowa, has taken over the property of the Western Elevator Company of Webster City, Iowa. J. M. Fosdick, who has had charge of the business for some time, will be retained as manager.

The Kellerton Elevator Company has been incorporated at Kellerton, Iowa, with a capital stock of \$10,000. The officers are: President, C. Raugh; vice-president, W. L. Frisby; secretary, G. E. Turner, and manager, G. McCullough.

The Farmers' Elevator Company of Blencoe, Iowa, held its annual meeting on May 23, and elected the following officers: President, J. T. Atkinson; vice-president, John Marley; treasurer, William McFarlane, and secretary, Will Davis.

The Producers' Elevator Company has been incorporated at La Porte, Iowa, with a capital stock of \$20,000. The board of directors consists of the following: John Krebs, John F. Kruse, C. Garman, Ed. Harring, S. L. Brallier, O. A. Clark and N. B. Bedard.

## OHIO, INDIANA AND MICHIGAN

Gray & Smith are building an elevator at Shreve, Ohio.

J. W. Melhorn has sold his elevator at Degraff, Ohio.

T. J. Ryan of Delphi, Ind., has purchased the Wilhelm Elevators at Burrows and Woodville, Ind.

Harry W. Robinson, owner of the Big Four Elevator at Greenspring, Ohio, has torn down the old house.

The Farmers' Elevator Company of Pinconning, Mich., has increased its capital stock from \$12,000 to \$30,000.

It is reported that a movement has been started to establish a farmers' co-operative elevator at West Branch, Mich.

The Farmers' Elevator Company of Houston, Ohio, is preparing to build a new office in connection with the elevator.

W. H. Hill has purchased the elevator and machinery of the John Wickenhisser Company at Melrose, Ohio, and has removed the same to Hartsburg, Ohio.

Robbers blew the safe in the office of Noon & Sheehan, grain and coal dealers at Plain City, Ohio, on May 31, but secured as their only loot, insurance papers.

A new elevator has been completed at Newton Falls, Ohio, and 300 feet of switch track has been laid to it from the Lake Shore and Michigan Southern Railroad.

J. D. McLaren is rebuilding the elevator at Charlotte, Mich., destroyed by fire last March, and it will soon be in operation. It will have a capacity of about 15,000 bushels.

The Fostoria Grain Company of Fostoria, Ohio, has placed a contract with the Burrell Engineering and Construction Company of Chicago, for a 75,000-bushel transfer elevator.

The Farmers' and Gleaners' Elevator at Shepherd, Mich., a co-operative bean elevator, has closed its doors. It was established less than two years ago but it has not been a paying proposition.

The Citizens Grain and Coal Company of Ney, Ohio, is building a 15,000-bushel elevator, the contract having been placed with the Burrell Engineering and Construction Company of Chicago.

Chryst & Zeller have purchased property at Girard, Ohio, which will eventually be used as a site for an elevator and warehouse, although it is probable that the house will not be built this year.

The Cygnet Grain and Hay Company has been incorporated at Cygnet, Ohio, with a capital stock of \$25,000. The incorporators are Lewis Pierson, Harry Silby, William C. Schroeder, Henry Miller and William R. Tubbert.

Charles Haywood of New Richmond, Ind., and Edward Haywood of Romney, Ind., have purchased the Clark Elevator at Cyclone, Ind., and possession was given on May 26, Edward Haywood assuming the management of the house.

The Hobbs Grain Company has been incorporated at Hobbs, Ind., with a capital stock of \$30,000. The directors are C. O. Jessup, L. L. Cook and B. F. Leavell. The company has purchased the elevator of A. B. Cohee & Co. at Hobbs.

Arrangements are being perfected for the taking over of the grain business of John Studebaker & Son, Bluffton, Ind., on July 1, by a new corporation which will be known as the Studebaker Grain & Seed Company. The organization will start with \$100,000 cash capital, and will include all of the elevator properties now being operated by John Studebaker & Son at Bluffton, Liberty, Van Buren, Roseburg, Vera Cruz and Linn Grove, Ind., with headquarters at Bluffton. The heirs of John Stude-

baker will jointly take stock in the new company to the amount of the appraised value of the elevators, which is \$42,000. D. E. Studebaker, who has been in the business for over 40 years, will retire from active work but will retain a considerable interest as a stockholder.

The Lawrenceburg Roller Mills Company of Lawrenceburg, Ind., has awarded a contract for the erection of two concrete tanks which will increase its storage capacity to 150,000 bushels. Eleven steel tanks will be raised above high-water mark and made water-proof.

The Goodrich Bros. Hay and Grain Company of Winchester, Ind., has awarded a contract to the Burrell Engineering and Construction Company of Chicago, to rebuild its elevator which was burned about a month ago. It will be of concrete construction with a capacity of 100,000 bushels.

The Bascom Elevator and Supply Company, recently incorporated at Bascom, Ohio, has elected officers as follows: President, William Fundom; vice-president, George Rinebold; secretary, O. Summer, and treasurer, Daniel Coppus. The contract will soon be awarded for the erection of an elevator.

The W. H. Gardner Grain and Milling Company of Bellevue, Ohio, has undergone a change in management and the company has been reorganized. W. H. Gardner, former vice-president, has retired and D. C. Calhoun has been elected to succeed him as vice-president and general manager. E. M. Lienhart, former secretary, has been succeeded by R. H. Nagle, while William Keiner, who has been employed as bookkeeper for many years, will act as assistant secretary. The company was organized about seven years ago when Messrs. Gardner and Lienhart purchased the mill at Bellevue from McLaughlin & Biebricher. The company is capitalized at \$100,000, of which \$92,300 is issued and held principally by Bellevue investors. The company has a mill and two elevators at Bellevue and elevators at Franks, Flatrock, Colby and Omar, Ohio. The four elevators, last named, will be placed on the market, but the plant at Bellevue will continue operating.

## MINNESOTA AND WISCONSIN

John Walm is building an elevator at Prior Lake, Minn.

The Farmers' Elevator at Worthington, Minn., has been remodeled.

A Mr. Klasen will erect a 15,000-bushel elevator at Holdingford, Minn.

The Farmers' & Merchants' Elevator Company is being organized at Kaukauna, Wis.

The Farmers' Elevator at Barry, Minn., was sold on May 21 to J. A. Brady for \$4,500.

Geo. P. Sexauer & Son recently purchased a 25,000-bushel elevator at Lake Benton, Minn.

Construction work on the Farmers' Elevator at Rowena (R. F. D. from Wabasso), Minn., has been completed.

A meeting was held at Freeport, Minn., on May 19, for the purpose of organizing a Farmers' Elevator Company.

Among other improvements, a gasoline engine and new spouts have been installed in the Monarch Elevator at Milan, Minn.

H. J. Waddell has sold his elevator at Mapleton, Minn., to James S. Emerson of La Moure, N. D., possession to be given on July 1.

The Clark Grain and Fuel Company of Chippewa Falls, Wis., has awarded a contract for the erection of a coal elevator, to cost about \$2,500.

The Kanaranzi Farmers' Elevator Company has built an addition to its warehouse at Kanaranzi, Minn., to be used for the storage of flour and feed.

The Farmers' Elevator Company has taken possession of the warehouse of G. W. Van Dusen & Co., at Amiret, Minn. Wm. Van Saddlehoff will act as manager.

The West Elevator Company has been incorporated at Ortonville, Minn., with a capital stock of \$10,000. The directors are J. M. Geheren, Wm. Rixe, Jr., and Chas. N. Evans.

It is reported that the Commander Mill Company of Minneapolis, Minn., contemplates building another steel storage tank in connection with its flour mill at Montgomery, Minn.

C. D. Orr, Northfield, Minn., has just completed a coal shed, 36 feet long, in connection with his elevator. It is made of cement blocks with an iron roof. The elevator is operated by electricity.

M. Johnson will open and operate the elevator at Rushford, Minn., formerly operated by the R. E. Jones Company, on July 1. Mr. Johnson will also handle coal in connection with his grain business.

The Milwaukee Elevator Company of Milwaukee, Wis., is repairing its old elevator at Oconomowoc, Wis., and building a 15,000-bushel elevator and a 100-foot warehouse at Ashippun (R. F. D. from Oconomowoc). It is also installing a feed mill in its elevator at Horicon, Wis., manufactured by the

American Machinery Company of Port Huron, Mich. The contract for all the work was awarded to the Burrell Engineering and Construction Company of Chicago.

The directors of the Farmers' Co-operative Elevator Company at Fairfax, Minn., has awarded a contract for the erection of a 30,000-bushel elevator. The house will be of brick construction and cost \$13,900.

The Johnston Farms Elevator Company has been incorporated at St. Paul, Minn., with a capital stock of \$25,000, to operate in Minnesota, North Dakota and elsewhere. The incorporators are Henry Marken, Morton Barrows and Arthur A. Stewart.

The Kohlsville Mercantile Company of Kohlsville, Wis., has purchased the assets of J. Ruplinger & Co., operating an elevator, general store, lumber yards and farm implement business at Allentown, Wis., valued at \$59,994, for \$31,155. The firm's liabilities had been scheduled at \$66,878.

Farmers in the vicinity of Atwater, Minn., recently held a meeting to decide as to whether it would be advisable to build a new co-operative elevator or to consolidate with the Farmers' Co-operative Elevator Company at that place. The general sentiment was favorable to the latter course and subscriptions are being solicited to that end. When 40 or more shares have been secured the Farmers' Co-operative Elevator Company will be reorganized.

## WESTERN

H. E. Clark has begun construction work on an elevator at Kremlin, Mont.

The Farmers' Society of Equity, Shelley, Idaho, is in the market for elevators.

An 18,000-bushel elevator will be completed at Poplar, Mont., this summer for Scott Smith.

The Farmers' Union at Colton, Wash., has increased its capital stock from \$4,000 to \$12,000.

The Farmers' Union of Albion, Wash., has prepared plans for the erection of an elevator and warehouse.

W. M. Clark and others of Grandin, N. D., contemplate building elevators at Denton and Coffee Creek, Mont.

Jordan & Miller have sold their grain business at Saco, Mont., to the Cullen Elevator Company of Leeds, N. D.

A concrete elevator has been completed at Holly, Colo., with a capacity of 70,000 bushels, costing about \$35,000.

The Packard Farmers' Warehouse Company has been incorporated at Packard, Wash., with a capital stock of \$3,000.

The Endicott Elevator Company of Endicott, Wash., has leased 600 feet of ground for the purpose of erecting an elevator.

Plans and specifications have been prepared by the Farmers' Union Warehouse Company, Ltd., of Genesee, Idaho, for the construction of an elevator.

The Weiser Milling and Elevator Company has taken over the elevator property of the Payette-Weiser Milling Company at Weiser, Idaho, the consideration, \$10,000.

The Lacrosse Elevator and Produce Company has been incorporated at Lacrosse, Wash., with a capital stock of \$10,000. The incorporators are George Wiger, Sr., and J. A. Carmin.

The Davenport Farmers' Union of Davenport, Wash., contemplates displacing its old frame grain warehouse with a new concrete elevator with a capacity of possibly 50,000 bushels.

The Washington Grain and Milling Company has begun construction work on its new 50,000-bushel elevator at Mondovi, Wash. The structure will be of concrete and will cost about \$6,000.

The Farmers' Union of Cottonwood, Idaho, will build a 50,000-bushel elevator to be operated in connection with its warehouse. The house will be constructed of concrete and will cost about \$10,000.

The Deer Lodge Grain and Creamery Company has been incorporated at Deer Lodge, Mont., with a capital stock of \$10,000. The incorporators are E. L. Smith, H. P. Mollenberg, Magnus Hansen and George Fisman.

The Idaho Rose Manufacturing Company, which recently incorporated at McCammon, Idaho, and took over the flour mill, formerly owned by the McCammon Investment Company, will deal in grain, hay and farm products, in addition to the manufacture of flour.

The Grain Growers' Warehouse Company has awarded the contract for the construction of its new elevator plant at Wilbur, Wash. The house will consist of eight circular bins with four interspace bins. The structure will be 55 feet above ground and about 15 feet below the surface. The capacity will be 81,000 bushels, with facilities for handling 2,000 bushels an hour. The conveyor will be underground and there will be two elevator shafts and two dump scales. The warehouse, in



connection with which the elevator is being built, has a capacity of 171,000 bushels.

Three new elevators are to be built near Denver, Colo., along the line of the Chicago, Burlington & Quincy Railroad to the east. They will be located in the Nile and Henrylyn Irrigation districts at Hudson, Keensburg and Wiggins.

The Frontier Elevator Company of Pine Bluff, Wyo., is tearing down its old house at that place and erecting two new elevators in adjoining towns. The contract for the work was placed with the Burrell Engineering and Construction Company of Chicago.

The Colorado Milling and Elevator Company of Denver, Colo., has awarded a contract for the erection of reinforced concrete elevators at McClave and May Valley, Colo., each to have a capacity of 65,000 bushels and to be equipped with a warehouse and feed mill.

The Farmers' Co-operative Elevator Company has been incorporated at Choteau, Mont., with a capital stock of \$50,000. The incorporators are Frank A. Oulton of Missoula, Mont., and Thos. O. Larson and Phil. I. Cole of Choteau. The purpose of the company is to operate elevators along the line of the Teton County Railway Company. At least four elevators will be built by fall, one at Greenfield, between Choteau and Power, one at Choteau, one at DeWitt and one at Bynum.

The Farmers' Union Warehouse Association was organized at Spokane, Wash., on May 28, at a meeting of the managers of farmers' union warehouses, and the following officers were elected: R. E. Darling, Bridgeport, Wash., president; James C. Farr, Albion, Wash., vice-president; E. Nelson, Nezperce, Idaho, secretary-treasurer, and these, with Henry J. Herman of Genesee, Idaho, and P. C. T. Weisman of Almira, Wash., constitute the board of directors. "The purpose of the association is to arrange for a uniform market price and storage charge in the different farmers' union warehouses in Washington and northern Idaho," said vice-president Farr, recently. "There are approximately 200 houses operated by the unions in the territory embraced by the association, and we anticipate getting them all represented in the organization. There were 21 managers, from practically every district in the Inland Empire, at the meeting, and these will act as organizers in their respective communities."

## THE DAKOTAS

Two elevators will be erected at Langdon, N. D., this summer.

The Andrews Elevator at Voss, N. D., was closed recently for repairs.

The Farmers' Elevator Company is building coal sheds at Forman, N. D.

A 40,000-bushel elevator is under course of construction at Bisbee, N. D.

Plans are under way for the construction of an elevator at Sterling, N. D.

The farmers in the neighborhood of Berlin, N. D., expect to build an elevator.

A new 15-horsepower oil engine has been installed in the Farmers' Elevator at La Moure, N. D.

D. E. Ryan & Co. of Minneapolis, Minn., will build an elevator at Hankinson, N. D., this summer.

A. J. Murray will build an elevator at Bath, S. D., to replace the one destroyed by fire some time ago.

The Farmers' Elevator Company at Berwick, N. D., will dispose of its 50,000-bushel house at that place.

The Cargill Elevator Company has purchased a site at Grace City, N. D., on which it will erect an elevator.

The Farmers' Elevator Company has taken over the house of the Crawford Grain Company at Letcher, S. D.

C. A. Carlson & Son have purchased the two elevators at Arlington, S. D., formerly owned by A. Royhl & Co.

Farmers in the vicinity of Brookings, S. D., are interested in the formation of a co-operative elevator company.

W. J. Wadell and partner, Mr. Grimes, have sold their elevator at Britton, S. D., to Life Bros. of Sandborn, N. D.

The Star Elevator Company of Jamestown, N. D., will build a 40,000-bushel elevator at Vashti (R. F. D. from Pingree), N. D.

The Farmers' Union has been organized at Fullerville (R. F. D. from Gayville), S. D., and has taken over the Frederick Elevator.

Adam Mehlhaff has sold his elevator at Parkston, S. D., recently purchased from Chas. Rempfer, to Otto Schulz and Martin Wudel.

J. S. Emerson has sold his interest in the La Moure Grain and Elevator Company at La Moure, N. D., to his partner, A. H. Johnston.

The Farmers' Elevator Company has been incorporated at Missionhill, S. D., with a capital stock of \$8,000. The incorporators are G. Segard, D. R.

Smith, Mark Welbey, Jorgen Kolberg, John Inch, Chris. Benson, A. W. Melville, E. Segard, George Peterson and Wm. H. Inch.

A farmers' elevator company is being organized in the vicinity of De Smet, S. D., and a house will be erected six miles southeast of the town.

W. A. Hamilton and Eling Ellingson are promoting interest in the building of an elevator at a new siding between Rugby and Barton, N. D.

The Farmers' Elevator Company has leased the house of the Thorpe Elevator Company at Milnor, N. D., beginning July 15, when the elevator will be opened.

S. Stewart of Morris, Minn., is building a 50,000-bushel concrete elevator at Mott, N. D. The Chicago, Milwaukee and St. Paul Railroad has built a spur track to the site.

The Dahlen Farmers' Elevator Company has been incorporated at Dahlen, N. D., with a capital stock of \$30,000. The incorporators are Erick Docken, Henry Telander and Ole Midtmoen.

J. C. Pigsley, former manager of the Farmers' Elevator Company at Springfield, S. D., has purchased an elevator at Morrison (R. F. D. from Delmont), S. D., and will engage in business for himself.

The Flushing Farmers' Elevator Company has been incorporated at Flushing, in Grand Forks County, N. D., with a capital stock of \$25,000. The incorporators are Daniel Dunlop, Andrew Hoyer and Frank Finley, all of Inkster, N. D.

The Farmers' Grain and Trading Company has leased the house of the Thorpe Elevator Company at Gwinner, N. D., possession to be given on July 15. The company also purchased 16 lots at Milnor, N. D., from the Phoenix Lumber Company for \$450.

The farmers in the vicinity of Hoving (R. F. D. from Gwinner), N. D., have completed the organization of the Farmers' Equity Elevator Company, capitalized at \$10,000. The incorporators are Magnus Peterson, J. E. Miller and Nils Lunneborg, all of Milnor, N. D.

## MISSOURI, KANSAS AND NEBRASKA

A new elevator is under construction at Almena, Kan.

J. T. Prigmore expects to build an elevator at Reeds, Mo.

Homer Musselman has completed a new elevator near Gallatin, Mo.

Frank Oline has begun operations in his new elevator at Amoret, Mo.

The Farmers' Union will build a 15,000-bushel elevator at Formosa, Kan.

The Auxvasse Milling Company will build an 8,000 elevator at Auxvasse, Mo.

The Farmers' Equity Union has acquired the Larabee Elevator at Haviland, Kan.

A. L. Finley has bought a half interest in his father's elevator at Tipton, Mo.

The Farmers' Union, recently organized at Natoma, Kan., has taken over the Hoffman Elevator.

The Dockstader-Rodgers Grain Company has taken over A. T. Rodgers' elevator at Beloit, Kan.

Joseph Wolf and F. L. Albertson have sold their grain business at Zenith, Kan., to Blount & Cooper.

The Pacific Elevator Company has awarded a contract for the erection of an elevator at Mount Hope, Kan.

Peck & Larson of Laurel, Neb., have taken over the elevator of the Anchor Grain Company at that place.

W. C. Brown's elevator at Beloit, Kan., has been purchased by the Mitchell Company Co-operative Union.

The Larabee Flour Mills Company has sold its elevator at Brenham, Kan., to farmers in that vicinity.

The Millers' Grain Company of Wichita, Kan., is building an ironclad elevator at Protection, Kan., having a capacity of 15,000 bushels.

The Hadley Milling Company will soon complete its new concrete elevator at Olathe, Kan., which will have a capacity of 25,000 bushels.

The Farmers' Elevator at Sawyer, Kan., has been purchased by the Kansas Flour Mills Company, which now operates 101 country elevators.

Farmers in the vicinity of Gorham, Kan., have organized a co-operative elevator company and a site has been selected for the erection of a house.

The directors of the Russell Milling Company, Russell, Kan., have decided to erect new wheat storage bins with a capacity of about 50,000 bushels.

Johnson & Thieroff are building an elevator at Solomon Rapids, Kan., consisting of four reinforced concrete bins, each 10 feet in diameter and 40 feet high.

The Equity Union has been organized at Bucklin, Kan., with 70 members, for the purpose of marketing grain directly for the growers. An office will be

established and a secretary appointed to conduct the business. After being graded, wheat will be stored in the warehouse of the union.

Hamacher & Son, millers at Richmond, Mo., are building an addition to their mill in the way of a 20,000-bushel elevator. It is expected that the plant will be completed in July.

The Fox-Miller Grain Company has been incorporated at Kansas City, Mo., with a capital stock of \$15,000. The incorporators are C. B. Fox, Stephen Miller and F. S. Stratton.

The Colwich Farmers' Elevator Company has been incorporated at Colwich, Kan., with a capital stock of \$7,000. The incorporators are J. B. Patry, Charles Lieb, Mathew Betzen, H. E. Steel and others.

The Fowler Equity Grain Company has been incorporated at Fowler, Kan., with a capital stock of \$10,000. The incorporators are W. A. Harvey, O. D. McCauley, J. F. Conrad, H. G. Holloway and W. G. Howard.

The Equity Elevator and Supply Company has been incorporated at Meade, Kan., with a capital stock of \$10,000. The incorporators are H. N. Holde-man, J. W. Edwards, E. A. Kobs, G. H. Perkins and W. T. Gray.

The Naron Grain Company has been incorporated to engage in business at Naron (R. F. D. from Iuka) and Iuka, Kan. The capitalization is \$10,000 and the incorporators are C. M. Clark, Iuka; H. S. Zinn, Hutchinson, Kan.; F. B. Crooks, Hutchinson; H. W. Hargiss, Emporia, Kan., and F. J. Byers, Kokomo, Ind.

The Eisenmayer Milling Company of Springfield, Mo., has begun the construction work on its new concrete elevator. The building will be 82x42 feet in size and 75 feet high. The elevator will consist of six tanks, each with a capacity of 15,000 bushels, bringing the total storage capacity for the mill up to about 300,000 bushels. The house will cost approximately \$25,000 and it is expected that it will be complete in August.

Several hundred men, in two shifts, have been working day and night to complete the million-bushel addition to the grain warehouse of the Terminal Elevator Company at Kansas City, Kan. The house is almost ready for occupancy and measures 150x160 feet on the ground. It stands about 100 feet high to the top of the tanks, with the head house rising about 76 feet higher. It has been constructed of reinforced concrete throughout. Concrete additions have also been constructed to the three elevators on the Rock Island, Santa Fe and Wabash and Great Western railroads at Kansas City.

A newly organized corporation at Hutchinson, Kan., is building a 125,000-bushel elevator on a site purchased from the Morton Salt Company. The incorporators are F. E. Hipple and sons, and E. T. Guymon of Hutchinson, and Charles Summers and Lee Larabee of Liberal, Kan. A name for the corporation will be chosen at any early date. The plant will consist of fireproof concrete tanks and a 100-ton track scale will be included in the equipment. In addition to use as a storage house, the elevator will be utilized as a grain handling and cleaning house, with a capacity for handling 35 cars of grain daily. F. E. Hipple, who has been engaged in the grain business in Kansas for the past 25 years, will manage the plant.

## CANADIAN

A farmers' elevator company is being organized at Carmangay, Alta.

The Farmers' Elevator Company is building an elevator at Maple Creek, Sask.

At a recent meeting at Broadview, Sask., the Federal Grain Commission decided to erect an elevator at that place.

The Alberta Farmers' Co-operative Elevator Company contemplates the construction of an elevator at Grassy Lake, Alta.

It is reported that the Saskatchewan Co-operative Elevator Company will erect elevators at various points in Saskatchewan, at an expenditure of \$402,000.

The Canadian Pacific Railroad plans to build an elevator at Biggar, Sask., this year and the Farmers' Elevator Company will also build a house at the same place.

The Ogilvie Milling Company, Ltd., has announced that it will build a 45,000-bushel elevator at Taber, Alta., for the purpose of buying wheat for its mills at Medicine Hat, Alta.

The Spencer Grain Company, Ltd., has been incorporated at Winnipeg, Man., with a capital stock of \$149,000. The provisional directors are C. C. Spencer, L. B. Spencer, E. S. Farewell, A. E. Bowles and H. L. Jackson.

The H. W. Dwyer Company of Fort William, Ont., has made arrangements for the erection of a 100,000-bushel elevator, fully equipped with drying and cleaning machinery, on Island No. 2. The company is also erecting on the property a hay storage warehouse with a capacity for 1,000 tons of hay, with a



dock frontage on the Kaministiquia River of 250 feet. I. De Lamater will be managing director, and D. L. Bole and D. A. Gordon, of Fort William, Ont., will serve on the board of directors.

Work on the new elevator for the Canadian government at Port Arthur, Ont., is being rushed to completion that the house may be in readiness for the opening of the 1913 crop movement. Over 14,500 piles have been used in the construction and the cost of the plant will approximate \$1,500,000.

[Special Correspondence.]

## PHILADELPHIA GRAIN NEWS

BY E. R. SIEWERS.

The longshoremen's strike has been finally settled and that means that 2,300 men have been advanced from 30 to 35 cents an hour. This seems a mere trifle in a way, but the three weeks' delay of prompt loading has cost the loss of thousands of dollars to the grain shippers since quite a number of full cargoes for foreign points were seriously delayed.

\* \* \*

Another meeting of the grain men was held on the floor of the Commercial Exchange, to take action on the proposition of establishing a number 4 grade of wheat; the vote stood 48 in favor to 33 against, and as under the "By Laws" it requires a two-thirds vote, the resolution was lost. It is generally understood, however, that this important measure will be called up soon, as it is claimed that a successful result will have much to do with the increased output of grain shipments from here to foreign lands. The consensus of opinion is that this innovation will eventually be carried, as it is intimated that the president of the Commercial Exchange, Antonio Sans, and Samuel Leech, MacKnight, chairman of the grain committee, are practically in favor of a new grade of wheat, even of lower quality so long as it will militate to the advantage of all parties interested. This is the second time the project has been brought up for consideration, and the vote was so close that it was confidently believed that at a future meeting a favorable action will be taken. The idea is if possible, to bring up the grain business of Philadelphia to its old-time limit, when in the years gone by, receipts put it up 51,353,302 bushels per single year, and the export shipments during the same time amounted to 45,946,631 bushels of grain. Some of the new members of the Commercial Exchange who are extensive shippers from Baltimore, Chicago and Canadian sections are greatly interested in the proposed new grade of wheat. The oldtime local exporters as a rule were opposed to it possibly on the grounds of rigorous competition.

\* \* \*

The milling as well as the grain interests here are more than satisfied with the outlook of affairs in reference to the new tariff bill, which originally intended to put wheat on the free list with the duty on flour. The mills throughout Pennsylvania and the East as well as the West, with their proprietors, were diametrically opposed to the provisions as first intended, but now since the Senate has decided to put each of these products on a parity, the millers and their representatives here, are joining in loud hosannas. The Commercial Exchange, through its special committee, composed of C. Herbert Bell, chairman, George C. Schane, L. G. Graff, William A. Huey and Walter F. Hagar, have been exceedingly busy from the beginning, working to have this matter satisfactorily adjusted. It goes without saying that the persistent and determined efforts of this influential committee has had very much to do with the desirable outcome.

\* \* \*

A representative delegation of prominent members in the trade will be in attendance at the annual conventions of the National Hay Association in Peoria, Ill., on June 24-25-26. The mid-summer meeting of the Council of Grain Exchanges in Cincinnati, Ohio, on June 17th and 18th, the Pennsylvania Millers' State Association in Atlantic City, N. J., and the annual convention of the Grain Dealers' National Association in New Orleans, La.

\* \* \*

Hugh Lewis Trimble, general freight solicitor for the Pennsylvania railroad, who died suddenly at the age of 67 years and was buried from the residence of his son, A. W. Trimble, 3615 Spring Garden street, of this city, was a regular attendant at the Bourse.

\* \* \*

It has been estimated that it will require four or five million dollars to complete the Belt Line railroad, which was conceived in 1899 by business men of this city. The purpose of the corporation was to construct the same, solely and only for the benefit of the commerce of this municipality and to provide full and equal facilities for all railroads having a terminus here or hereafter entering and desiring to make use of the "Belt Line" and that without making any profit from the enterprise for

the originators or its corporation, beyond the legal interest at 6 per cent on all moneys invested and expended. The main purpose of securing these privileges, and constructing this novel railroad, was that it should be forever free from the exclusive control of any transportation company, and always operated in the interest of this part. Six miles of this railroad has been in operation for some years and the intention is to construct ten miles in addition to surround the entire water front of Philadelphia.

\* \* \*

The latest new members of the Commercial Exchange are L. P. and R. W. Good of West Grow, Pa., who are extensively engaged in the grain and feed business, and Rogers and Boyd of Mount Holly, N. J., dealers in millfeed and grain.

\* \* \*

The grain, flour, feed and hay business in this vicinity just at the present time, is a little quiet and the members in the trade are already making arrangements for their summer vacation.

[Special Correspondence.]

## TOLEDO NOTES

BY E. F. BAKER.

The outlook in this section is splendid so far as crop conditions are concerned. It is estimated that Ohio will have a bumper wheat crop this season and it is believed that the crop will estimate 25,000,000 bushels easily. The wheat is estimated as making a showing of 97 per cent normal and the original area seeded in Ohio was 1,669,656 acres and 1 per cent will cover the fields abandoned in the spring so that there remains for harvest 1,654,497 acres. The oats crop is in splendid shape and giving splendid promise, which may also be said of rye except that the acreage on this crop is small as is always the case in northwestern Ohio. Hay is a splendid crop this season and hay cutting will begin within a few days in some sections. Clover shows a crop of 90 per cent normal.

Corn is not so good this season, the plants being small owing to the unfavorable weather of several weeks past. Owing to the wet weather considerable corn had to be replanted and in some instances the fields were replanted the third time. A few of the more cautious growers are now putting in their first seed. There is believed to be plenty of time for the maturing of a crop however, and the optimistic ones point out the fact that there is generally enough good weather to mature crops even though it does not always come at the same time each season.

Corn has been coming into the Toledo market in good shape during the past couple of weeks, farmers seeming to have concluded to let go of their stocks and make room for the new crop in their bins and granaries. Many contemplate improvements in their buildings and are anxious to get rid of what stocks they have on hand to avoid handling it over. The quality of the corn coming into the local market is the best known in the past ten years, much of it grading 99 per cent contract and much of it 10 per cent and 12 per cent better than contract.

Notwithstanding the early fears of millers that they would not have enough wheat to carry them through there is still plenty of wheat in the local elevators, not only to meet all the requirements of the local millers but to supply the smaller inland mills and much of it has been shipped out during the past week when wheat stocks decreased from 347,451 bushels to a total of 294,116 bushels.

There was an increase in corn stocks of 20 per cent during the past week. It is still early for the lake movement and but a few cargoes of any note have as yet arrived at the Toledo port.

There is some car shortage for wheat users, the Wabash and Clover Leaf roads being the greatest offenders in this respect at this point. The situation is not serious but the shortage blocks trade to some extent.

\* \* \*

A new elevator is to be built for the Fostoria Grain Company, at Fostoria, O. The Burrell Engineering & Construction Co., of Chicago have the contract for the erection of the elevator which will be completed by August 20. The building will be 42x48 and 125 feet high. It will have a capacity for 60 cars of grain and will be electrically equipped. J. L. Cruikshank, of Fostoria and A. T. Ward, also of Fostoria, are officers of the Elevator Co.

\* \* \*

Fred King of the C. A. King Grain Co., has returned from a short stay in the Catskills. While there he visited the caves where "Gyp the Blood" and "Lefty Louie" hid after their departure from the cafe district on Manhattan Island.

\* \* \*

Louis Bushman, president of the milling firm of Bushman Bros., Fostoria, O., was fatally injured when his clothing caught on the shaft May 31, and he was whirled about the shaft 200 times before the machinery could be stopped. The shaft was

two and a half feet from the floor and his feet and head pounded the floor with every revolution.

\* \* \*

According to an inventory taken of the estate of Wm. H. Morehouse, of the Morehouse Grain & Seed Commission Company, recently deceased, there are assets of \$113,001.52 and disbursements of \$84,828.56, leaving a balance of \$48,172.96. Listed among the receipts of the executors was the \$103,450 received in cash from the business of the decedent.

\* \* \*

For the second time William Ferriman, a wealthy farmer of Medina County, was found buried in the hay on a neighboring farm. Ferriman was found after an extended search buried deep in the hay mow of J. C. Dangerman. He had been there 10 days but in spite of his long fast will survive. Once before he disappeared and was found in a hay mow. The unfortunate man has a delusion that he is doomed to starve to death.

\* \* \*

John Wickenheiser, of the grain firm bearing his name recently returned from a 700-mile motor trip through eastern and northeastern Indiana. Said he: "I never saw conditions for good crops so favorable in that section. Corn planting was about 25 per cent finished and is probably all in before now. The meadows were in excellent condition and had not been injured by the drought." Among the cities visited by Mr. Wickenheiser were Huntington, Peru, Wabash, Bluffton, Kokomo and Decatur.

## OLD PRIMARY MARKETS

In the days before the Civil War, when steamboat commerce was in its glory, the farmers in the Mississippi Valley were compelled to ship their grain in sacks, says a recent bulletin of the National Crop Improvement Service.

After harvest each year the old levee at St. Louis was piled high with grain. The millers and other grain buyers would saunter leisurely through the accumulated pile in no hurry to buy, and the more the grain was congested the more indifferent they became.

There being but a few of them they found it to their advantage, especially over Sunday, to allow cargo after cargo to be unloaded without buying.

In consequence the price was such that the price was subject to violent fluctuations, and a margin of 25 to 50 cents a bushel was by no means uncommon.

The farmer, of course, got the worst of it. But a few bright men saw that by financing this proposition, wheat could be carried over a longer period and that there were immediate possibilities to make it a stable business. In this way the St. Louis Merchants' Exchange was organized to protect both the producer and the consumer.

Somebody had to carry the grain from the time of harvest until the time it was used. The farmer wanted his money spot cash and the miller was not ready to buy. Somebody had to assume the ownership of this grain, hence the speculator was willing to do so and an active market was created.

Generally, the more transactions there are in a Grain Exchange, the narrower the fluctuation. A daily auction was held in St. Louis for warehouse receipts, for grain in store, for grain to arrive, and out of this has grown the wonderful system of marketing the grain surplus.

## STATEMENT OF OWNERSHIP, MANAGEMENT, CIRCULATION, ETC.,

of "American Elevator and Grain Trade," published monthly at Chicago, Ill., required by the Act of August 24, 1912.

Note.—This statement is to be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office.

Editor—H. B. Mitchell, La Grange, Ill.  
Managing Editor—N. C. Evans, 5354 Frink St., Chicago, Ill.  
Business Manager—A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.  
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Owners: (If a corporation, give names and addresses of stockholders holding 1 per cent or more of total amount of stock)—A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.; A. H. Mitchell, 4820 Kimbark Ave., Chicago, Ill.; John E. Bacon, 818 Wilson Ave., Chicago, Ill.; M. E. Mitchell, Ottawa, Ill.; M. W. Mitchell, Washington, D. C.

Known bondholders, mortgagees, and other security holders, holding 1 per cent or more of total amount of bonds, mortgages, or other securities: None.

Average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date of this statement. (This information is required from daily newspapers only.)

A. J. MITCHELL,

Business Manager.

Sworn to and subscribed before me this 18th day of April, 1913.

(Seal.)

W. F. WARRICK,

Notary Public.  
(My commission expires May 8, 1916.)



## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

NEW SCALE INSPECTOR FOR PEORIA  
BOARD OF TRADE

*Editor American Grain Trade:*—I have severed my connection with the Illinois Grain Dealers' Association as official scale inspector and have accepted a similar position with the Peoria Board of Trade. Please change my address to 607 Frye Ave., Peoria.

Very truly yours,  
CLAY JOHNSON.  
Peoria, Ill.

## DRY WEATHER HURTS GRASS

*Editor American Grain Trade:*—Enclosed I am sending a New York draft for another year's subscription. We produce a high grade Bluegrass seed, *Poa Pratensis*, here. The weather, however, in the vicinity of St. Louis during the past forty days has been so dry that this valuable grass may have a short stem.

Very truly yours, CHARLES E. PRUNTY.  
St. Louis, Mo.

## THE INSURANCE QUESTION IN MISSOURI

*Editor American Grain Trade:*—I herewith enclose copy of circular letter which has been sent out by the grain firms of our city to the shippers and grain interests throughout the state.

Yours very truly,  
EUGENE SMITH,  
Secretary Merchants' Exchange.  
St. Louis, Mo.

The grain interests of St. Louis fear that the farmers and grain shippers throughout the state of Missouri do not realize the disastrous results and enormous financial loss to them that are certain to follow unless an immediate solution is found to the present insurance complications.

Missouri has the promise of, and will shortly begin to harvest one of the finest crops of wheat she has ever raised. As is usual, the bulk of this grain will be contracted for and begin to move within the next sixty days. Ordinarily St. Louis, Kansas City and St. Joseph are the centers to which it is shipped, there to be stored in public elevators and warehouses. These markets are accustomed to handle this great rush expeditiously and cheaply, so that the producer will get the greatest possible return for his labor.

However, the merchants at these places cannot buy and carry this wheat unless they can obtain adequate and absolutely reliable insurance. Bankers will not advance money on warehouse receipts not fully protected by first-class insurance policies.

Therefore, the grain will either have to be held by the farmers, at great inconvenience and probable loss,

and allied interests at Jefferson City to discuss ways and means to prevent this enormous loss to the farmers and business men of this state. What are your views on this subject, and could you attend such a meeting? Please reply to Eugene Smith, secretary of the Merchants' Exchange of St. Louis.

## SOME WISCONSIN GRAIN CROPS

*Editor American Grain Trade:*—I have read with interest the several recent copies of your paper. It has occurred to me that you can do well to call



A FIELD OF WISCONSIN PEDIGREED RYE  
Which Averaged Thirty-seven Bushels Per Acre.

attention to the fact that there are in Wisconsin several millions of acres of fertile lands that may be cleared up and put to use in the production of grain as well as to dairying and stockraising. In other words, these millions of unoccupied acres are suited to mixed farming.

It is well known that Wisconsin stands at the head as a producer of seed grains, but it is not so well known that the production per acre is very high.

I am sending you pictures of some grain crops

shown, averaged 82 bushels per acre and sold for seed purposes at a dollar per bushel.

I am unable to send a picture of the wheat field that averaged 37 bushels per acre of a quality taking the world's championship prize.

Another yield worthy of mention is clover. It is the practice of this farmer to sow some clover with every crop, pasturing cows on it after harvesting the crop with which it is sown and turning under the residue for the betterment of the land. Mr. Krueger feels that his success in producing maximum crops as well as the highest quality is owing largely to this practice of plowing under the surplus growth of clover.

Why, then, should not the grain growers of the country be interested in the millions of acres of cheap cutover timber lands of upper Wisconsin, and why should not this region be looked to as a future wheat producing section? I may say in this connection that Mr. Krueger has stated after careful

investigation that as high quality grain can be raised on the unoccupied lands as on the older lands of the state.

Yours truly,  
A. D. CAMPBELL,  
Former Commissioner of Immigration.  
Milwaukee, Wis.

## FOSTORIA HAPPENINGS

*Editor American Grain Trade:*—The Fostoria Grain Company, recently incorporated here, has let the contract for a transfer elevator to be built on the Nickel Plate Railroad at Fostoria.

The house will be 42 by 48 feet, 125 feet high, having a storage capacity of 60,000 bushels, and a transfer capacity of 30 cars per day; house to be of cribbed construction, iron-clad, with full cement basement under the entire building; all machines and elevator stands to be operated with individual motors. Work on the building will be begun within ten days, and the house will be ready to handle grain by August 20th. The Burrell Engineering & Construction Company of Chicago has the contract for the building and machinery.

The officers of the new company are J. L. Cruikshank, president, Fostoria, Ohio; G. O. Cruikshank, vice-president, Leipsic, Ohio; Geo. L. Kraft, secretary, Fostoria, Ohio, and A. T. Ward, treasurer and general manager, Fostoria, Ohio.

During the time required to build the elevator the company will handle track grain. The business of the Ward Grain Company will be discontinued after June 1.

Louis Bushman, manager of the Buckeye Mills, Fostoria, Ohio, was fatally injured in the basement of his mill on May 31. In attempting to reach an elevator boot that had become clogged with corn husks, his clothing was caught by a set screw on a shaft in the basement, and his body was hurled around the shaft for several seconds. Both his legs and his back were broken, besides being badly cut on the head.

He died within two hours from the time of the accident. Mr. Bushman was president of the Fostoria Council, and very prominent in local matters.

Yours truly,  
A. T. WARD,  
Fostoria, Ohio.

Nebraska is the second state in the Union in the production of alfalfa. Kansas takes first place with an acreage of 1,000,785. The cash value of the Kansas crop is estimated at \$25,019,120. Nebraska and Kansas really have no rivals in the United States in the matter of alfalfa production. Colorado is third with an acreage of 508,692 acres, and California is fourth with 100,000 acres less than Colorado. Idaho holds fifth place.



A FIELD OF WISCONSIN PEDIGREED BARLEY  
Which Averaged Forty-seven Bushels Per Acre.

or else be forced to ship to other markets outside the state, and which are not the natural outlet for our Missouri grain. Freight rates to these are higher, they will be depressed by having to care for this extra load, and as a result great confusion and delay will be experienced, in addition to the fact that the farmers will realize less by millions of dollars for their crops.

In addition to the farmers, the country elevator owners will suffer great losses because of their inability to obtain insurance, and in turn this depression will be felt by the Missouri bankers, merchants, grain and milling industries.

Business men here have exhausted their every means to meet the situation and bring about a solution. It is to be hoped that the case now pending before the State Supreme Court will offer relief, but if it does not, the president and board of directors of the Merchants' Exchange of St. Louis believe it would be expedient to call a general meeting of the farmers, grain, milling

grown by H. E. Krueger, the Wisconsin farmer who has taken more world awards for quality than any other living farmer. Mr. Krueger has taken the first award on barley repeatedly at the National Corn Exposition. Last fall at the New York Land Show, also at the Brewers' Convention in Chicago in 1911, he received first honors. The yield on a large field in 1912 was 47 bushels per acre, selling at double the usual price.

The rye field, illustrated, was one of forty acres that averaged in 1912, for the whole yield, 37 bushels per acre, this also selling at double the market price.

A field of Wisconsin pedigreed No. 1 oats, not



## ASSOCIATIONS

### THE CONVENTION CALENDAR

June 24, 25 and 26—National Hay Association at Peoria, Ill. Headquarters, Jefferson Hotel.

June 16 and 17—Council of Grain Exchanges at Cincinnati, Ohio. Headquarters, Sinton Hotel.

June 17 and 18—Ohio Grain Dealers' Association at Cincinnati, Ohio. Headquarters, Palace Hotel.

June 17 and 18—Indiana Grain Dealers' Association at Cincinnati, Ohio. Headquarters, Palace Hotel.

June 26, 27 and 28—Grain Solicitors' National Association at Milwaukee, Wis. Headquarters, Plan-kinson Hotel.

June 26, 27 and 28—National Association of Managers of Farmers' Co-operative Elevators at Milwaukee, Wis.

October 14, 15 and 16—Grain Dealers' National Association at New Orleans, La.

### FARMERS' GRAIN DEALERS' ASSOCIATION OF KANSAS

The first annual convention of the Farmers' Grain Dealers' Association of Kansas, was held at Larned, Kan., on May 20. The association is an organization of farmers' co-operative elevator and grain companies and thirty of the one hundred and eighty farmers' companies were represented, more than one hundred delegates being present. Much attention was given to the subject of co-operation among the farmers and successful instances of work of this nature in Kansas and other territory were cited. Addresses dealing with the subject were delivered by Dean J. H. Miller of the Kansas State Agricultural College, who discussed the "Relation of the State Agricultural College to Co-operation," and Representative A. A. Doerr, who spoke on "Co-operation from a Representative's Standpoint."

The entire day was occupied with lectures, addresses and matters of business. An interesting address of the afternoon was delivered by E. E. Frizell on "Needed Legislation," and the principal address of the evening was given by J. H. Adams of Minneapolis, Minn., whose theme was "The Value of the Farmers' Elevators to all Community Interests." After the afternoon session, the delegates were delightfully entertained at a banquet, tendered by the directors and manager of the Frizell Grain and Supply Company of Larned. Officers for the association were elected as follows: President, J. A. Lyons of Langdon; vice president, D. Sommers of Abilene; secretary-treasurer, George W. Lawrence of Larned; directors, A. D. Einsel of Greensburg, A. C. Bailey of Kinsley, G. D. Estes of Stafford and Lee Miller of McPherson.

### AMERICAN FEED MANUFACTURERS' ASSOCIATION

The fifth annual convention of the American Feed Manufacturers' Association was held at the Auditorium Hotel, Chicago, on May 22, 23 and 24, the delegates including representatives of the U. S. Department of Agriculture, the Association of Feed Control Officials of the United States, Millers' National Federation and Interstate Cottonseed Crushers' Association. These delegates held a conference on the first day with the members of the American Feed Manufacturers' Association and considered the proposed Federal Feedings Law. A committee was appointed to formulate a substitute bill using as a basis the proposed Uniform Feed Law, changed to conform closely to the Food and Drugs Act.

President G. A. Chapman called the Friday morning session to order at 10:30 and Edward Andrew, president of the Chicago Board of Trade, presented the greetings of that organization, after which President Chapman delivered his annual address. Secretary W. R. Anderson then submitted his annual report. This was followed by an interesting address on "Feed Control Work in Illinois," by Dr. T. J. Bryan State Analyst of Illinois and Dr. C. D. Woods, of Orono, Maine, reviewed the work of the Conference Committee in his address on "The Uniform Feed Law."

Judge Stephen A. Foster, counsel for the association, opened the afternoon with an address, in which he reviewed the recent Virginia case, where the American Feed Manufacturers' Association obtained an injunction against that state when its officials attempted to bar the sale of a certain feed. "The Utilization of All Available Feed Material," was the subject of an able address delivered by Dr. T. L. Haecker of the University Farm, Minnesota Department of Agriculture. W. Youtsey of Cincinnati, Ohio, presented some interesting statistics in his address on "Cottonseed Meal." Among other things, he stated that 4,500,000 tons of cotton seeds

were crushed in the United States last season. Dr. J. K. Haywood of the Bureau of Chemistry, U. S. Department of Agriculture, Washington, D. C., followed with an address on "The Feedings Laws and the Application of the Same." Just before adjournment for the day, the association voted in favor of a committee to be appointed to confer with feed control officials and a committee from their organization with reference to the question of uniform tags.

The convention guests and members were given a dinner in the Auditorium Hotel at six o'clock and later were entertained with light opera at a local theatre.

The Resolutions Committee submitted its report on Saturday morning, endorsing the proposed feedings law as adopted by the Conference Committee, and the association unanimously adopted the resolution. The following officers, directors and permanent committees were elected.

President, G. A. Chapman; First Vice President, M. C. Peters; Second Vice President, W. Youtsey; Third Vice President, R. A. Hale; Treasurer, W. R. Anderson.

Directors—J. C. Reid, Charles Staff, C. P. Wolvertson, W. A. Reynolds, L. H. Krewer, William Wallace, W. E. Savage, C. E. M. Keller, C. W. Snyder, H. A. Abbott, H. C. Joehneke.

Executive Committee—S. T. Edwards, J. H. Genung, F. A. McClellan, Charles A. Krause, H. G. Atwood.

Conference Board—S. T. Edwards, F. A. McClellan, H. G. Atwood.

Uniform Feed Law Committee—G. A. Chapman, John L. Anderson, R. O. Winckler, F. M. Wilson, W. C. Johnson, L. J. Meades, F. W. Brode, A. Woolner, Jr., E. Corrigan.

The election of officers was followed by an address by Hugh Humphreys of Memphis, Tenn., on the "Cottonseed Feed Industry." The semi-annual meeting will be held at Washington, D. C., on November 17 and 18, during which time the Association of Feed Control Officials will also hold its convention, but it was unanimously decided to hold the next annual meeting in Chicago.

### THE CINCINNATI CONVENTIONS

Programs have been issued and everything is in readiness at Cincinnati, Ohio, for the joint meeting of the Council of Grain Exchanges, the Ohio Grain Dealers' Association and the Indiana Grain Dealers' Association, which occurs on June 16, 17 and 18. The three organizations will hold a joint session on June 17, at which meeting there will be an especially fine program, including addresses by several well known speakers.

Although this meeting will be the thirty-fourth annual convention of the Ohio Grain Dealers' Association, it is the first time that the Ohio grain men have met for their annual meeting in the southern part of the state, while the entertainment of the Indiana Grain Dealers' Association by a city outside of the Hoosier State is a new departure for that organization. The headquarters for both bodies will be the Palace Hotel, while the Council of Grain Exchanges has chosen the Hotel Sinton.

The Council of Grain Exchanges will convene on Monday morning, June 16 at the Hotel Sinton, at 10:30, when President J. C. F. Merrill will give the opening address, followed by reports of the secretary, treasurer, and the committees on Bills of Lading, Uniform Rules and Publicity. The afternoon session will take place at two o'clock, when the delegates will listen to four special addresses in addition to informal remarks by Dr. J. W. T. Duvel of Washington, D. C., Crop Technologist in charge of Grain Standardization in the United States Department of Agriculture, on the "Present Status of Federal Standards for Corn Grades." The four addresses follow: "Co-operation," by J. Colin Vincent; "Grain Exchanges and Public Sentiment," by C. A. Magnuson; "Closer Relations Between Produce Exchanges, Producers and Shippers," by W. J. McCabe, and "Transportation; Its Relation to the Grain Trade," by W. M. Hopkins.

On Tuesday morning, June 17, J. C. Murray, chairman of the committee on Crop Improvement and others will submit their reports to the convention and the remainder of the morning will be given over to business details. As previously mentioned, the Council of Grain Exchanges, the Ohio Grain Dealers' Association and the Indiana Grain Dealers' Association will meet in joint session Tuesday afternoon in the Grand Opera House, when the meeting will be called to order by E. C. Eikenberry, president of the Ohio Association. The address of welcome in behalf of Cincinnati will be made by the mayor, Hon. Henry T. Hunt, and Hon. Walter A.

Draper, president of the Cincinnati Chamber of Commerce will speak in behalf of that organization.

John F. Courcier, secretary of the Grain Dealers' National Association, and J. C. F. Merrill, president of the Council of Grain Exchanges, will respond to the greetings. This will be followed by an address by Chas. D. Jones, president of the Grain Dealers' National Association, after which Hon. James E. Watson of Indiana, will speak on "The Relation of Business to Government." Hon. D. D. Woodmansee of Ohio, will also speak during the afternoon and Bert Ball, secretary of the Crop Improvement Committee, Council of Grain Exchanges, will give a lecture, illustrated with stereopticon views.

Tuesday evening, the visiting delegates will be tendered a dinner at Chester Park by the Grain and Hay Exchange of the Cincinnati Chamber of Commerce, followed by an entertainment of an attractive nature.

On Wednesday morning, the Ohio Grain Dealers' Association and the Indiana Grain Dealers' Association will hold separate business sessions at the Palace Hotel. At the meeting of the Ohio Association, E. C. Eikenberry will give his annual address and J. W. McCord, secretary, his annual report. This will be followed by a general discussion of subjects of interest to Buckeye Grain Dealers. The election of officers and committees, and other business details will complete the morning's session. At the separate session of the Indiana body, President Chas. A. Ashbaugh, Secretary Chas. B. Riley and Treasurer Bert A. Boyd will give their annual addresses and reports, followed by the appointment of committees and a general discussion on recent legislation dealing with the "Storage of Grain by Country Elevators," "General Trade Conditions" and cognate subjects. The session will close with the usual election of officers and the appointment of permanent committees.

During the business sessions of the three convention days, special entertainments will be provided for the ladies and children.

### NATIONAL HAY ASSOCIATION

The various committees, which have been working for months on the interesting program and attractive entertainment features for the twentieth annual convention of the National Hay Association at Peoria, Ill., on June 24, 25 and 26, have completed their work, and it is anticipated that a large number of hay men will avail themselves of a splendid opportunity to spend three days of combined profit and recreation. President E. Wilkinson has made a special effort to provide a program both instructive and interesting and the themes of the various papers will be found to deal with subjects of vital interest to the hay trade.

The convention will be called to order by President Wilkinson at ten o'clock on Tuesday morning, June 24. Governor Edward Dunne will welcome the delegates to the association in behalf of the State of Illinois and Hon. E. N. Woodruff, mayor of Peoria, will speak in behalf of the convention city. An important address of the morning will be given by E. F. Trefz of Chicago, Ill., field secretary of the Chamber of Commerce of the United States of America, on "Caring for the Nation's Business." At 10:30 o'clock, the same morning, the ladies of the convention will be entertained at a reception and luncheon at the Hotel Jefferson. During the afternoon, the formal discussion of business topics will be temporarily laid aside, and the delegates will join the ladies in a trip on the Illinois River and Peoria Lake.

Wednesday morning will be occupied with four addresses as follows: "The Production of Hay in Relation to Soil Improvement," by Cyril G. Hopkins, Professor of Agronomy and Chemistry at the University of Illinois, Champaign, Ill.; "Merchants Marine," by Hon. James E. Watson, Rushville, Ind.; "Settlement of Freight Charges," by H. F. Denig, Traffic Manager of the Pittsburgh Grain and Hay Exchange, Pittsburgh, Pa.; and "The Importance of Uniformity in Loading Cars," by H. C. Jones of Baltimore, Md. Entertainment for the ladies, during the morning, will take the form of a delightful motor trip over the boulevard and park system of Peoria, with a stop at the Country Club for refreshment. The address of the afternoon will be delivered by Chas. W. Burrows of Cleveland, Ohio, president of the National One Cent Letter Postage Association, when he will discuss "One Cent Letter Postage." In the evening at the Hotel Jefferson will occur the annual banquet of the Association, followed by a musical entertainment.

On Thursday morning at eight o'clock, the convention visitors will be given an opportunity to inspect the distilleries and cattle feeding yards at Peoria. Later, the delegates will convene at the usual hour, 9:30, to listen to reports and papers, one of which will be an address by B. A. Dean of Auburn, N. Y., on "How Can Shipper and Receiver Get Closer Together on Weights and Grades."

It is understood that the Kansas City Hay Dealers' Association has engaged a special train for the convention, on which reservations have been made for 75 dealers and their families. It has just



been announced that the Western Passenger Association has granted a rate of two cents per mile in each direction to Peoria from a number of points in its territory. Doubtless, a large number of Illinois delegates, who reside within a hundred miles of Peoria, will be glad to take advantage of the hourly service of the Illinois Traction Company, while not a few will choose the water route by way of the Illinois River.

Following is a list of the committees and committee members:

**GENERAL COMMITTEE**—A. D. Campbell, chairman; Arthur Clarke, vice-chairman; C. W. Dull, secretary; Willis Evans, treasurer.

**ENTERTAINMENT COMMITTEE**—T. A. Grier, chairman; Willis Evans, Grant M. Miles, Louis Muller, John Redman, Harry Page, E. C. Coffey, Col. Fred H. Smith, Arthur Clarke, H. I. Battles, C. W. Dull.

**HOTEL COMMITTEE**—Grant M. Miles, chairman; Harry Page, Willis Evans, John Redman.

**RECEPTION COMMITTEE**—J. H. Ridge, chairman; H. T. Wiggins, C. H. Feltman, Walter G. Causey, Ralph Field, V. P. Turner, L. L. Govis, Geo. L. Bowman, J. H. Love, L. H. Morrison, R. A. Webster, Walter Barker, H. I. Battles, F. F. Blossom, H. T. Boyd, J. W. Byrne, Peter Casey, Robert D. Clarke, W. T. Cornelsen, C. L. Daley, J. T. Dunlee, L. C. Emmerston, T. G. Jacobs, B. E. Miles, C. C. Miles, N. R. Moore, J. M. Murphy, T. J. Pursley, LeRoy Page, A. G. Tyng, Louis Muller, C. R. Wheeler, Wm. C. White, A. Woolner, Jr., J. A. Speers.

**INFORMATION COMMITTEE**—Willis Evans, chairman; E. A. Strause, Ed. Whitney, Robt. Webster, Guy McCue.

**LADIES' ENTERTAINMENT COMMITTEE**—Mrs. Frederick H. Smith, chairman.

**SERGEANT-AT-ARMS**—A. S. Baker, Jacksonville, Fla.

### WICHITA BOARD OF TRADE CONVENTION

The annual mid-summer convention of the Wichita Board of Trade met at Wichita, Kan., on June 11 and 12, and a large number of grain dealers, representing Kansas, Nebraska, Missouri, Texas and Oklahoma responded to the urgent invitations which had been sent throughout the territory adjacent to Wichita. The mornings were devoted to business details and interesting addresses, while the afternoons and evenings were given over to recreations, delightfully planned to please everyone.

The principal addresses of Wednesday morning June 11, were delivered by H. J. Waters, president of the Kansas State Agricultural College, who spoke on "Some Wheat Problems," and F. D. Coburn, secretary of the Kansas State Board of Agriculture, who discussed "Some Crimes of Pessimism." In the afternoon, the attention of the grain men was directed to the national game at Western League Park where Lincoln, Neb., played against Wichita, and in the evening the convention visitors enjoyed the gay sights and sounds of Wonderland Park.

The following speakers and addresses held the attention of the delegates on Thursday morning: "Why Wichita is a Good Market," J. A. Lyons, president of the Kansas Farmers' Grain Dealers' Association;

"First Impressions," C. H. Hatton, vice president of the Wichita Business Association; "Benefits of Organizations," E. J. Smiley, secretary of the Kansas Grain Dealers' Association; "Board of Trade Inspection," D. S. Warwick, president of the Millers' Grain Company; "Railway Weights," F. C. Maegly, A. G. F. and A., A. T. & S. F. Ry.; and "Kansas Grain Rates," Judge A. E. Helm, Commerce Counsel of the Public Utilities Commission.

### ASSOCIATION BRIEFS

Secretary G. J. Gibbs of the Texas Grain Dealers' Association has been rapidly improving in health since his recent illness and was an active participant in the annual meeting of the association last month, but immediately after the convention he went to Battle Creek, Mich., in order to gain complete restoration.

It is expected that there will be at least a thousand in attendance at the second annual convention of the National Association of Managers of Farmers' Co-operative Elevators, to be held at Milwaukee, Wis. on June 26, 27 and 28. An interesting program is being arranged and there will be a number of attractive entertainment features.

The Interstate Feed Dealers' Association held its annual convention at Kansas City, Mo., on May 27. Addresses were given by Col. Joe W. Allison of Dallas, Texas, chairman of the Publicity Committee of both the Interstate and Texas Cottonseed Crushers' Associations, Prof. L. A. Fitz of the Kansas Agricultural College and others. The program closed with a banquet.

The grain dealers and millers of Utah and Idaho held their sixth annual convention at Salt Lake City on June 6 and 7. A joint meeting of the Utah Dry Farmers' Association and the Utah-Idaho Millers and Grain Dealers' Association occurred on the latter day. Transit rates and improved methods of wheat-raising were subjects which came up for special discussion.

The annual meeting of the Iowa Seed Dealers' Association was held at Ames, Iowa, on June 3. The executive session was held in the morning and in the afternoon, the seedmen were the guests of the Agricultural College at that place. A banquet in the evening closed a profitable day. The officers for the meeting were: M. L. Webster of Independence, president; Harry Field of Shenandoah, vice-president; B. H. Adams of Decorah, secretary, and John T. Hamilton of Cedar Rapids, treasurer.

At the annual meeting of the Mill and Elevator Mutual Fire Insurance Field Mens' Association in Chicago, the following officers were elected: President, J. J. Fitzgerald, of the Grain Dealers' National; vice president, R. G. Shaw, Southwestern Agency; secretary, William Reed, Oxford, Mich.; treasurer, C. B. Sinex, Grain Dealers' National; chairman of the governing committee, C. H. Cole, Millers' National; members of the governing committee, J. J. Adderly, Millers' Mutual Casualty, and T. M. Van Horn, Illinois Millers' Mutual.

The district attorney declares that the man is a former railroad detective and that the story of the robbery is false.

The Dayton Grain and Hay Company of Dayton, Ohio, is said to have refused to comply with the requirements of the corporation tax laws, and an information was filed against the firm in which the court was asked to impose a penalty of \$10,000.

According to a report of the executors of the will of the late William H. Morehouse, of the Morehouse Grain and Seed Commission Company, Toledo, Ohio, an inventory shows the assets, \$113,001.52 and disbursements of \$84,828.56, leaving a balance of \$28,172.96.

The Pioneer Grain and Elevator Company has begun suit against the J. H. Beamer Company at Hailey, Idaho, to recover \$330 with interest from January, 1912, alleging that the defendants refused to deliver an order of 75,000 pounds of oats to the plaintiffs.

In the case of J. C. Dunlap versus the Northern Elevator Company, Sioux Falls, S. D., a verdict was rendered for the defense. The action involved the value of 650 bushels of barley, which the plaintiff claimed that his tenant had illegally sold to the elevator company.

J. Y. Chisholm, trustee, has brought suit against the First National Bank of Leroy, Ill., claiming that in the settlement of the bankruptcy case of the former Clark Grain and Elevator Company of Leroy the bank collected more money than it was entitled to as its share.

James Richardson & Sons, Ltd., grain brokers at Winnipeg, Man., recently instituted suit against W. E. Beamish, of Elva, Man., to recover \$1,199.58, claimed to be due them on a grain deal. Judgment was given the plaintiff for the amount claimed and the case has been appealed by the defendant.

Jeremiah H. Higgins of Seneca, Ill., has been awarded a verdict of \$1,000 against the Seneca Grain, Lumber and Supply Company, for the loss of his left eye. The plaintiff was employed by the grain company and was opening the door of a box car when his crowbar slipped and struck his eye.

A petition to have the Truby Grain Company of Joliet, Ill., declared bankrupt was filed in the United States District Court on May 17 by Lamson Bros. & Co., E. W. Wagner & Co., and McKenna & Rodgers of Chicago. The debts of the company were stated to be in excess of \$145,000 and the assets less than \$100,000.

E. S. Gordin, grain dealer of London, Ohio, has filed a suit against E. A. Allen, grain dealer of Octa, Ohio, for \$392 damages. The plaintiff claims that he purchased several carload lots of oats from the defendant, which were guaranteed to be dry and sweet, but on delivery proved, it is alleged, to be wet and unmerchantable.

A verdict in favor of Gideon E. Clark was returned in a suit brought against him at Minneapolis, Minn., by Mrs. Catherine L. Bower. Deals for the purchase and sale of grain and stocks, extending over a period of 18 months, when Mrs. Bower alleged she had advanced \$4,037.50 for margins, formed the basis of the suit, which was brought to recover the money.

The Xenia Grain Company, Xenia, Ohio, has brought action against S. A. Muff for \$1,782.09 with interest. The defendant, it is claimed, shipped eleven consignments of corn to the plaintiff, which are said to have been received in a mouldy and sprouting condition. The plaintiff claims that Mr. Muff paid \$500 as a partial payment on the damages but made no effort to remit the remainder.

In the suit of Mrs. Mattie D. Barnard against Clement, Curtis & Co., Chicago brokers, the verdict was rendered in favor of the defendants. Mrs. Barnard sued the company for \$25,000, alleging that she had lost that sum in buying and selling stocks and grain on the Board of Trade through the agency of the firm. The jury decided that it was the intention of Clement, Curtis & Co. to make and accept delivery of grain or stocks in all the instances cited.

J. B. Hamm has filed suit against the Loudonville Mill and Grain Company of Loudonville, Ohio, for \$10,000 damages for alleged personal injuries sustained while working for the company. The plaintiff asks that the release signed by him soon after the accident be set aside by the court, claiming that he was led to sign the release without understanding the nature of the paper. As his hand was badly mangled while operating a freight car, he claims that he is permanently disabled.

Under a warrant charging embezzlement, Pliney E. Cooper, president of the Cooper Commission Company, Minneapolis, Minn., was arrested recently. G. A. Thiel, secretary of the Equity Co-operative Exchange, Fargo, N. D., swore to the warrant, alleging that Cooper had embezzled \$3,861. Mr. Cooper was released on bond. He claims that the arrest grew out of a grain deal, his firm having purchased a shipment of wheat from the plaintiff, for which payment was not made when the wheat was found to be under grade.

## COURT DECISIONS

[Prepared especially for the "American Grain Trade," by J. L. Rosenberger, LL. B., of the Chicago Bar.]

### DUTY OF WAREHOUSEMEN

The Supreme Court of Washington, in affirming a judgment for the plaintiff in *Union Elevator & Warehouse Co., Inc., vs. Farmers' Warehouse Co., Inc.* (125 Pacific Reporter, 960), an action brought to recover damages alleged to have been suffered by reason of the fact that the defendant loaded out wheat, stored under the usual form of warehouse receipt, that was "wet, moldy and in a growing condition" when it reached the Tacoma terminal, says that many errors were assigned; but, as the Court views the case, it being largely a question of fact, it will not discuss them further than to say that it finds evidence to sustain the judgment. However, inasmuch as the defendant earnestly contended that the effect of the judgment was to make it and other warehousemen liable to meet the tests and exactions of terminal weights and grades, the Court will extend this opinion to the extent of saying that it does not so interpret the findings of the lower Court.

The duty of a warehouseman to turn out wheat is performed when he delivers the specific article on the cars, or, if the receipt be in such form, wheat of like kind and quality. If it had been proven that there was an acceptance at the warehouse, or that the wheat was damaged in transit, the defendant might have recovered; but there was ample testimony to sustain the Court's findings

that the wheat was damaged when loaded. This being so, the defendant was liable for its breach of contract.

Abraham Charin, feed and grain dealer at Chicago, has filed a petition in bankruptcy, with liabilities stated at \$1,983 and assets, \$390.

A petition in voluntary bankruptcy has been filed by Charles H. Thornton, grain broker of Duluth, Minn. He gives his liabilities as \$21,583.35 and assets at \$4,300.

The Fergar Grain Company has brought suit against Samuel D. Yoder, Lewis Miller and the Citizens Bank of Degraff, Ohio, for \$300 damages, alleged to be due by reason of breach of contract.

William J. Riley, formerly associated with William E. Jarboe in the grain business in Indianapolis, Ind., filed a petition in voluntary bankruptcy on May 24, giving his liabilities as \$24,560.27 and assets at \$410.

Chapin & Co., grain dealers at Hammond, Ind., were fined \$5,000 in the Federal Court, when representatives of the company pleaded guilty to accepting rate concessions from the Michigan Central Railroad Company.

Francis J. Jewell, hay buyer and provision broker and author of a strange tale of robbery and a month's captivity in a lonely farmhouse in Steuben County, N. Y., was placed under arrest at Buffalo last month. An insurance company, with which he carried a large policy, is investigating his story.



## TRANSPORTATION

A conference of shippers and traffic men was held at Columbus, Ohio, on June 4 to consider proposed increased freight rates throughout adjacent territory.

The Chicago Board of Trade has filed a complaint with the Interstate Commerce Commission regarding the alleged unjust discrimination of five of the railroads entering Chicago by exacting charges for grain not delivered to elevators on their lines.

On June 12, the Washington State Public Service Commission heard complaints in Everett, Wash., against the Great Northern Railway Company, concerning rates on grain shipments from Mansfield, Wash., to Everett as a terminal shipping point.

The Great Northern Railroad is preparing a new schedule of grain rates to go into effect on July 15, showing reduction in rates of from one to five cents per hundred pounds from points in Montana to St. Paul and Minneapolis, Chicago and Puget Sound points.

The grain dealers and millers of Oklahoma are prepared to protest against any increase in the minimum weight for carload shipments of grain and grain products, said to be contemplated by some of the railroads. The present minimum weight is 24,000 pounds.

The Transit Committee of the Central Freight Association has arranged for a conference with the grain shippers of Milwaukee, Wis., to consider eastern transit rules and regulations on grain shipments that will conform to those lately established by western railroads in Milwaukee.

On May 28, the Interstate Commerce Commission refused the petition of the Pere Marquette Railroad for an advance in "break bulk" rates on grain and grain products from Milwaukee, Manitowoc and Kewaunee, Wis., to Boston, New York, Philadelphia, Baltimore and other points in official classification territory.

The Flanley Grain Company of Sioux City, Iowa, brought a complaint before the Interstate Commerce Commission against the Chicago, Burlington & Quincy, the Chicago & North-Western and the Illinois Central, recently, in which it attacked rates on corn in carloads from Remsen, Iowa, to Kansas City, routed over the three lines. A rate of 17.1 cents per 100 was charged, which was alleged to be excessive.

According to a report issued by the officials of the Pennsylvania Railroad, that company suffered damage to the extent of \$3,600,000 in the recent floods. The damage was apportioned among the different railroads under the Pennsylvania system as follows: Pennsylvania Railroad, \$1,600,000; Pittsburgh, Chicago, St. Louis & Cincinnati Railroad, \$1,400,000; Vandalia Railroad, \$48,000 and other branches, \$552,000.

The Charles A. Smurthwaite Grain Company of Salt Lake City, Utah, has brought suit against the Oregon Short Line and other railroads operating between that city and the southern coast, charging that the rate on grain is higher from Utah and Idaho common points to Galveston, Texas, than to New Orleans, La. Examiner W. E. Settle, representing the Interstate Commerce Commission, has been hearing the case.

Commissioner Harlan of the Interstate Commerce Commission, on May 23, heard testimony in the case of the Memphis Hay and Grain Association against the Illinois Central Railroad Company, et al. The present rates, it was alleged, restrict the Memphis territory and the Memphis grain interests contended that they should be allowed to go into any territory, without suffering discrimination. The carriers proposed to formulate new plans.

The Kansas Public Utilities Commission has been hearing the case of the Santa Fe Railroad at Topeka, Kan., to increase the minimum weight of carload shipments of grain products and other commodities which take up only a portion of the car capacity under the present schedule. Representatives of the railroad claim that an increase in the minimum weight would relieve the car shortage which is acute for about four months each year.

On June 10, a conference of the Montana State Board of Railroad Commissioners and the traffic representatives of the three transcontinental railroads crossing Montana, was held at Helena, to consider rates on grain from Montana points to eastern and western terminals, including Omaha, Minneapolis and Duluth, and Tacoma, Spokane and Seattle. The conference was granted at the request of the three lines, the Great Northern, the Northern Pacific and the Chicago, Milwaukee & St. Paul, whose

officials were apprised of a proposed action of the commission to enter a formal complaint before the Interstate Commerce Commission, asking for an investigation of grain rates.

A conference of grain dealers, millers and railroad freight agents was held at Fort Worth, Texas, on May 26, to consider the readjustment of rates and transit privileges applying on grain and grain products in Texas.

Charging that the shippers and receivers of grain in Detroit, Mich., have been discriminated against by the railroads in the matter of freight rates, the Detroit Board of Trade has started a campaign for a readjustment of rates. At a recent conference of representatives of all the Detroit grain firms it was declared that that city has been overlooked entirely by the railroads in issuing their tariffs for transit grain privileges and reshipping rates from that point.

The governing committee of the Indianapolis Board of Trade, at its regular monthly meeting last month, voted to make arrangements to fight the proposed increase in freight rates on grain from Illinois territory. The rates are under suspension until July 8, by order of the Interstate Commerce Commission. It is said that other boards of trade and grain dealers' associations of the Central States will act with the Indianapolis Board of Trade in the matter.

On June 6 the Interstate Commerce Commission heard arguments in a case concerning grain originating at Omaha and other western points destined to Atlanta and other southeastern points, in which it was stated that the Louisville and Nashville and other railroads of the South had been charging two cents more per 100 pounds on rates from the Ohio River crossings via Chicago and Cook County junctions than they were charging via Peoria, Ill., St. Louis and Memphis junctions. On complaint filed

by Rosenbaum Bros. of Chicago, the Interstate Commerce Commission found that a discrimination existed against Chicago grain shippers and dealers, who were losing the grain traffic to which they were entitled, and ordered the railroads to desist from making the discriminatory charges. The railroads filed a petition against the United States Government to contest the order.

It is announced that the Mutual Transit Company, one of the oldest carriers on the Great Lakes, operating between Buffalo, Cleveland and Duluth, has decided to establish a freight service during the coming season between Buffalo, Cleveland and Port Arthur, Ont., and the Duluth Transportation Company will operate a line of steamers direct between Chicago and Port Arthur. It is believed that these changes will have an important effect upon the grain situation.

The Interstate Commerce Commission has ordered that the proposed increase in freight rates on wheat from Kansas to points in New Mexico and Arizona be suspended until September 19, 1913. The increase, which was 12 cents per hundred pounds, was to have become effective on May 22, but the Traffic Bureau of the Wichita (Kan.) Business Association filed a complaint with the Interstate Commerce Commission, resulting in the announced suspension.

Charging that the Burlington and the Great Northern Railroads are discriminating against Omaha by refusing to provide cars for the shipment of wheat from South Dakota points to Omaha, except when grain is transferred at Sioux City, Iowa, the Omaha Grain Exchange filed complaint with the Interstate Commerce Commission to compel these roads to observe a joint tariff published in 1909. It is claimed that the roads are attempting to discriminate in favor of Minneapolis.

The Otterbein Grain Company, Otterbein, Ind., has filed suit against the Lake Erie and Western Railway for \$15,000 damages. It is charged that in 1906 and 1907, the railroad discriminated against the plaintiff by furnishing cars to shippers at other points along its line, resulting in the deterioration of a large amount of the plaintiff's grain. Contending that the case comes under the jurisdiction of the Interstate Commerce Commission, the railroad filed a demurrer which was overruled by the Court.

## CHANGES IN RATES

These changes in rates affecting grain and grain products are furnished to the "American Grain Trade" by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

Since our last issue the following new tariffs have been filed with the Interstate Commerce Commission, naming rates on grain and grain products, etc., with the I. C. C. numbers, effective dates and rates in carload lots per hundred pounds, unless otherwise stated. (A) signifies advance and (R) means reduction.

C. P. & St. L.—I. C. C. No. 936, June 12. Wheat from Peoria, Ill. (When from Minneapolis, Minnesota Transfer, St. Paul, Duluth, Minn., and Superior, Wis., proper, or when originating beyond) to New Orleans, La., for export, 12½ cents.

C. R. I. & P.—Supplement No. 6 to I. C. C. C-9414, June 14. Oatmeal and rolled oats, from Cedar Rapids, Davenport and Muscatine, Iowa, to Joplin and Springfield, Mo., 10 cents (A).

C. C. & St. L.—Supplement 8 to I. C. C. 5891, June 15. Corn from Kankakee, Ill., to Waterloo, Toronto, 12 cents; Baden, 12 cents; Goderich, 14 cents; Guelph, 12 cents; Kingston, 12½ cents, and Berlin, Ont., 12 cents, and rates to other Ontario points (Rs). The above are proportional rates. Outbound shipments from such points to be forwarded at established tariff rates to final destination.

W. H. HOSMER, agent.—Supplement 6 to I. C. C. A-239, June 15. Grain products from Duluth, Minn., Superior, La Crosse and Ashland, Wis., and points taking same rates to Belington, Elkins, W. Va., 21½ cents; Fairchance, Pa., 20½ cents; Oakland, Md., 21½ cents; Richwood and Rockwood, W. Va., 21½ cents.

Also, Supplement 9 to I. C. C. A-283, June 15. Grain and grain products from La Crosse, Minneapolis, Minnesota Transfer, St. Paul, Stillwater and Winona, Minn., to Emporium, N. Y., 20 cents.

Also, Supplement 5 to I. C. C. A-201, June 15. Oats and barley from St. Paul, Minneapolis, Minnesota Transfer, Stillwater, Duluth, Minn., Ashland,

Itasca, Superior and Washburn, Wis., to Hagerstown, Md., 19½ cents.

A., T. & S. F.—Supplement 6 to I. C. C. 5687, June 15. Wheat, 27½ cents; corn, 24½ cents; to Galveston, Port Bolivar and Texas City, Texas (for export only) from Miltonvale, Sulphur Springs, Aurora and Concordia, Kan.

LAKE ERIE & WESTERN.—I. C. C. 2381, June 15. Corn cobs from Rushville, Ind., to Toledo, Ohio, 7½ cents.

CHICAGO & NORTHWESTERN.—Supplement 42 to I. C. C. 6222, June 16. Between Sussex, Wis., and Chicago, Ill., flax seed, 8 cents; and wheat, barley, corn, rye and oats, 6½ cents; between Sussex, Wis., and Milwaukee, Wis., flax seed, 4 cents; wheat, barley, corn, rye and oats, 4 cents (A).

MINNEAPOLIS & ST. LOUIS.—I. C. C. B-92, June 17. Corn, oats, rye and barley from Des Moines, Ia. (when originating beyond), to East St. Louis, Ill., when destined beyond, 8 cents; Cairo, Ill., when destined to southern or Carolina territories, 10 cents.

NEW ORLEANS & NORTHWESTERN.—Supplement 2 to I. C. C. 2549, June 17. Corn and oats from Vicksburg, Miss., (when from beyond), to Aberdeen, Columbus, Corinth, Starkville, Tupelo and West Point, Miss., 10 cents (R). Barley, bran, brewers' grits (including "Cerealine"), brewers' meal, corn meal, feed, screenings, hominy grits, hominy feed, oats and rye from Vicksburg, Miss., (when from beyond), to Greenwood, Miss., 11 cents (R).

NORTHERN MICHIGAN TRANSPORTATION COMPANY.—I. C. C. 294, June 17. Starch from Chicago to Duluth and Superior, 15 cents.

SANTA FE.—I. C. C. 6240, June 19. From Kansas City, St. Joseph, Mo., Atchison and Leavenworth, Kan., to Brooksville, Macomb, Tribbey, Wanette and Byars, Okla., wheat, 18½ cents; corn, 17½ cents (R); also numerous rates to other Oklahoma points.

ROCK ISLAND SYSTEM.—Supplement 17 to I. C. C. C-9288, June 21. Between Memphis, Tenn., and Earle, Crittenden, Felco, Wildcat, Shell Lake, Olneyville, Ark., corn, 7 cents; flaxseed, 9 cents; hempseed, 13 cents, and wheat, 8 cents. Reduction on all commodities between Memphis and Olneyville.

MISSOURI PACIFIC.—Supplement 4 to I. C. C. A-2126, June 24. Wheat, 10 cents; corn, 9 cents;



from Kansas City, St. Joseph, Mo., and Leavenworth to Nelagonley and Tulsa, Okla.; to same points from Omaha, South Omaha, Nebraska City, Neb., Council Bluffs, Ia., wheat, 15½ cents, and corn, 14½ cents; to Muskogee, Okla., from Kansas City, St. Joseph, Atchison and Leavenworth, wheat, 11 cents, and corn, 10 cents; from South Omaha, Nebraska City and Council Bluffs, wheat, 16½ cents, and corn, 15½ cents; to Petroleum, Okla., from Kansas City, St. Joseph, Atchison and Leavenworth, wheat, 12 cents, and corn, 11 cents; from Omaha and South Omaha, Nebraska City and Council Bluffs, wheat, 17 cents, and corn, 16½ cents.

Also, Supplement 5 to I. C. C. A-1860, June 24. Wheat, 24½ cents; barley, corn, oats and rye, 21½ cents, from Council Bluffs, Nebraska City, Omaha and South Omaha (originating beyond) to Bokoshe, Milton, McCurtain, Vernon, Okla., and other Oklahoma points.

GRAND TRUNK.—Supplement 8 to I. C. C. 1765, June 24. Grain products other than flour for export from Ashland, Wis., Duluth, Minn., Itasca and Superior, Wis., to Montreal, Que., 14½ cents; Philadelphia, 13½ cents; to New York, Boston and Portland (Maine), 15½ cents. Flour from same points to Montreal, Que., 14½ cents (A); Philadelphia, 13½ cents; New York, Boston and Portland, 14½ cents.

ST. LOUIS & SAN FRANCISCO.—Supplement 20 to I. C. C. 6254, June 26. Between Bismarck, Golden, Oak Hill, Broken Bow, Okla., and Kansas City, Mo., wheat, 25 cents; corn, 22 cents; linseed meal, 22 cents; flaxseed, 26 cents; millet seed, 26 cents; hempseed, 29 cents; between Oklahoma points and Atchison, Leavenworth, Kan., St. Joseph, Mo., wheat, 24 cents; corn, 22 cents; linseed meal, 22 cents; flaxseed and millet seed, 26 cents, and hempseed, 29 cents (R).

CHICAGO, BURLINGTON & QUINCY.—Supplement 3 to I. C. C. 10697, June 26. Grain and grain products from Quincy, Ill., to Metropolis, Ill., locally, 9 cents; Brookport, Cairo, Metropolis, Mounds, Ill., and Evansville, Ind. (when for points in Cairo and Southeastern territories), 9 cents; Louisville, Hawsville, Owensville, Ky., 11 cents; Indianapolis, 11 cents; Aurora, Lawrenceburg, Ind., and Cincinnati, 12 cents; New Albany, Jeffersonville and Seymour, Ind., 11 cents.

CHICAGO & ALTON.—Supplement 16 to I. C. C. A-220, State, May 28, Interstate, June 30. Corn, oats, rye and barley to Fulton, Mo., from Carrington, Mo., 4 cents; Cedar City, Mo., 5 cents; Guthrie and New Bloomfield, 4½ cents; Hibernia, North Jefferson, South Cedar City, Mo., 5 cents; wheat to Fulton, Mo., from Carrington, 4½ cents; Cedar City, Guthrie, Hibernia, New Bloomfield, North Jefferson and South Cedar City, Mo., 5 cents.

CHICAGO, PEORIA & ST. LOUIS.—I. C. C. 939, June 30. Wheat from Peoria, Ill., when from Minneapolis, Minnesota Transfer, St. Paul, Duluth and Superior, proper, or when originating beyond to Mobile, Ala., or New Orleans, La., when for export to Europe, 13½ cents.

CHICAGO, MILWAUKEE & GARY.—I. C. C. 88, July 1. Oatmeal and rolled oats, LCL from Chicago, Ill., and rate points to Rockford, Ill., 9.2 cents.

CHICAGO GREAT WESTERN.—I. C. C. 4900, July 1. Flour and articles taking same rates from Council Bluffs, Ia., Kansas City, Mo.-Kan., Leavenworth, Kan., Omaha, Neb., St. Joseph, Mo., and South Omaha, Neb., to Duluth, Minn., and rate points and Superior, Wis., 19 cents; oat meal and rolled oats from Ft. Dodge, Ia., to Pipestone, Minn., 14 cents.

Also, I. C. C. 4901, July 1. Bran from Minneapolis, Minnesota Transfer, St. Paul, South St. Paul (when originating beyond or manufactured from grain originating beyond) to Gilmore, Hamilton's Siding, Minnesota City, Sugar Loaf, Winona and Woodlawn, Minn., 4½ cents. Malt between above named points, 7½ cents. Malt sprouts from Red Wing, Minn., to Winona, Minn., 7½ cents.

Also (in same tariff), flaxseed and articles taking same rates, from Minneapolis, Minnesota Transfer, St. Paul, South St. Paul, Winona, Minn., (applies only on shipments originating beyond), to Atchison, Kan., 16½ cents; Council Bluffs, Ia., 15½ cents; Des Moines, Ia., 14 cents; Kansas City, Kan.-Mo., 16½ cents; Leavenworth, Kan., 16½ cents; Omaha, Neb., 15½ cents; St. Joseph, Mo., 16½ cents, and South Omaha, 15½ cents; flaxseed between Mason City, Ia., and Austin, 9 cents, and Taopi, Minn., 11 cents. Wheat and corn and articles taking same rates between Mason City and Austin, 9 cents, and Taopi, 10½ cents. Malt sprouts from Red Wing to Winona, Minn., 7½ cents.

Also, I. C. C. 4902, July 1. "Avena," barley, "Pearl Cream of Wheat," flour made from grain only, "Maple Wheat," "Mother's Wheat Hearts," Pillsbury's "Best Cereal," ship stuff, wheat cracked, "Wheat Pearl," wheat rolled, from St. Joseph, Kansas City, Mo.-Kan., Council Bluffs, Ia., Omaha and South Omaha, Neb., applies only on shipments originating beyond or on the products of shipments originating beyond, to Newport News and Norfolk, Va. (for export), 22 cents, also corn meal, bran and various grain products from and to the same points, 21 cents (R).

WARASH.—Supplement 19 to 2829, July 1. Broom corn from Chicago to Kingston, Ont., 55 cents; Ottawa, Ont., 59 cents (R).

ROCK ISLAND.—Supplement 67 to I. C. C. C-6918, July 1. "Cerealine," cracked wheat, crushed wheat, flour, oat groats, oatmeal, rolled oats, rolled wheat, buckwheat flour, farina, "Maizea," pancake flour, pearl barley (applies only as proportional rates on shipments destined to points west of the Missouri River where no through rates are published), from Cedar Rapids, Cedar Falls, Davenport and Muscatine, Ia., to Kansas City, St. Joseph, Mo., Armourdale (Kansas City, Kan.), Atchison, Leavenworth, Kan., and Council Bluffs, Ia., 11 cents.

Also, Supplement 77 to I. C. C. C-7692, July 1. Between Emery and Clear Lake, Ia., and St. Louis, Mo., East St. Louis, Ill., and rate points, flaxseed and millet seed, 18½ cents; wheat and flour, 16 cents, and corn, rye, oats and barley, 14 cents; between same points and Hannibal, Mo., and rate points, flax and millet seed, 18½ cents; wheat and flour, 16 cents, and corn, rye, oats and barley, 14 cents.

Also, Supplement 7 to I. C. C. C-9446, July 1. Oatmeal and rolled oats from Fort Dodge, Ia., to Pipestone, Minn., 14 cents. Flour and other grain products, from Albert Lea, Faribault and Owatonna, Minn., to Boone, Wolf, Crooks, Fort Dodge, Wagoner, Ia., and other Iowa points, 14 cents.

Also, I. C. C. C-9505, July 1. Wheat and corn from St. Paul, Minneapolis and Minnesota Transfer, Minn., (when originating beyond), to Belleville, De Sota, Carbondale, Eldorado, Mound City, Cairo, Murphysboro, Pulaski, Zeigler and other Illinois points, 18 cents (R).

Also, I. C. C. C-9506, July 1. Alfalfa meal from Kansas City, Mo., to East St. Louis, Ill., 12½ cents.

Also, Supplement 67 to I. C. C. C-6918, July 1. "Cerealine," cracked wheat, crushed wheat, flour, oat groats, oatmeal, rolled oats, rolled wheat, buckwheat flour, farina, "Maizea," pancake flour and pearl barley from Cedar Rapids, Cedar Falls, Davenport and Muscatine, Ia., to Kansas City, Mo., St. Joseph, Mo., Armourdale (Kansas City, Kan.), Atchison, Leavenworth, Kan., and Council Bluffs, Ia., 11 cents. The above rate applies only as proportional rates on shipments destined to points west of the Missouri River where no through rates are published.

Also, Supplement 7 to I. C. C. C-9408, July 2. Wheat, 10½ cents, and corn, 9½ cents, from Council Bluffs, Omaha and South Omaha to Sherman, Selbytown, Williamsville, Elkhart, Broadwell, Griggs and Lincoln, Ill. (Rs).

## HAY AND STRAW

The Seneca Hay Company has opened an office at 521 Bourse Building, Philadelphia, Pa.

John C. Cook of Topton, Pa., hay and feed dealer, has purchased a site on which he will build a warehouse.

The Altamont Lumber and Grain Company is building a hay barn, 60x90 feet in size, in connection with its elevator at Altamont, Ill.

According to the 1911 reports of the Department of Agriculture, the state of Mississippi produced 298,000 tons of hay on 199,000 acres.

Edward Whitehair of Junction City, Kan., has been awarded the contract for the hay and straw to be used on the Government Reservation at Fort Riley, Kan.

It is reported that Arizona hay and grain have been moving rapidly and that the outlook for a bumper crop of hay in the Salt River Valley in that state has never been better.

The Columbia Hay and Grain Company has been incorporated at Portland, Ore., with a capital stock of \$10,000. The incorporators are W. W. Cooper, R. L. Cooper and W. S. Nash.

The following members of the National Hay Association recently tendered their resignations: C. V. Graft, Winchester, Ind.; Edward M. Sills, Baltimore, Md.; B. T. Craig, Shreve, Ohio, and W. F. Cantelou, Foss, Okla.

The J. F. Stapleton Company, Inc., has been organized at Roslyn, N. Y., to deal in hay, straw, feed, etc. The incorporators are Charles H. Pratz of New York City, Henry L. Shaefer and Jeremiah F. Stapleton of Roslyn.

The Chamber of Commerce at Artesia, N. M., has conceived a clever idea for advertising the hay products of the Pecos Valley. It has been making shipments of baled hay by parcel post. The bales are prepared in a special press, which produces a bale 4½ inches long, 2½ inches wide and 2 inches thick. The bales are bound with bright copper wire and

Also, Supplement 10 to I. C. C. C-9377, July 5. Wheat, 18½ cents, and corn, 17½ cents, to Galveston, Texas, Mobile, Ala., New Orleans, La., Port Chalmette, La., and West Wego, La., Texas City, Texas (for export), from Kansas City, St. Joseph, Mo., Armourdale (Kansas City, Kan.), Atchison, Leavenworth, Fort Leavenworth, Kan., (originating beyond), to same points, from Council Bluffs, Ia., Omaha and South Omaha (originating beyond), corn, 18½ cents, wheat, 19½ cents; from Kansas City, St. Joseph, Mo., Armourdale (Kansas City, Kan.), Atchison, Leavenworth and Fort Leavenworth, Kan., (originating beyond), to Key West, Fla. (for export), wheat, 28½ cents, corn, 27½ cents (Rs).

CHICAGO, MILWAUKEE & ST. PAUL.—Supplement 13 to I. C. C. B-2120, July 1. Grain products between Chippewa Falls, Wis., Hastings, Lake City, Minn., La Crosse, Menominee, Wis., Minneapolis, Minnesota Transfer, Red Wing, St. Paul, Stillwater, Wabasha and Winona, Minn., and Alton, Granite City, Venice, Quincy, Madison, East St. Louis, Ill., and St. Louis, Mo., 14 cents.

Also, Supplement 4 to I. C. C. B-2074, July 1. Corn, oats, barley and other grain millstuffs between Manchester, Ia., and Omaha and South Omaha, Neb., 10.59 cents. Wheat, flour, millet seed and Hungarian seed between Manchester, Ia., and Omaha and South Omaha, 12.69 cents.

W. H. HOSMER, AGENT FOR SANTA FE, ETC.—I. C. C. A-408, July 1. Starch from Keokuk, Ia., to Detroit and Toledo, 11½ cents.

MISSOURI PACIFIC.—Supplement 14 to I. C. C. A-2058, July 1. From Baxter, Colo., to Little Rock, Ark., and rate points, flour and wheat, 39 cents; corn meal, 38 cents; corn, 38 cents; flaxseed, 53 cents, and hempseed, 36 cents, to Ft. Smith, Van Buren, Ark., and rate points, flour, wheat, corn meal, corn, 35 cents; flaxseed, 51 cents, and hempseed, 54 cents.

UNION PACIFIC.—Supplement 11 to I. C. C. 2249, July 10. Flour to Joplin, Mo., from Ellsworth, 15½ cents; and from Hays, Kan., 21½ cents (R).

SANTA FE.—Supplement 7 to I. C. C. 6201, July 11. Linseed meal and cake from Fredonia, Kan., Arrington, Kan., 11 cents; Bevard, 11½ cents; Boyle, 10 cents; Easton, 10 cents; Half Mound and Larkinsburg, 11 cents; and Winchester, Kan., 10 cents.

GREAT NORTHERN.—I. C. C. A-3695, July 12. Wheat to Portland, Ore., from Stratford, 16½ cents; Seward, 16½ cents; Krupp, 16½ cents; Waukon, Downs, Canby, Odessa, Wash., and other Washington points, 17 cents.

lengthwise of each bale is tied a strip of white silk ribbon, which bears in green lettering these words: "Chamber of Commerce, Artesia, N. M."

The Dwyer Elevator Company, Ltd., of Fort William, Ont., in connection with a new elevator, is building a warehouse for storing hay, with a capacity for 1,000 tons and with a frontage of 250 feet on the Kaministiquia River.

The Corona Alfalfa Milling Company has been incorporated at Corona, Cal., with a capital stock of \$25,000. The directors are: J. D. Nairne of Alhambra, Cal., and George Brown, I. A. Newton, F. E. Snidecor and C. A. Harding of Corona.

It has been announced that the Kansas City Hay Dealers' Association will attend the National Hay Association convention at Peoria, Ill., this month. Reservations have been made for a special train to carry 75 local dealers and their families.

The Wiley Feed, Fuel and Supply Corporation has been incorporated at Salem, Va., with a capital stock of from \$10,000 to \$20,000. The officers are: F. C. Wiley, president; Ivan V. Yonce, vice-president and R. T. Hubbard, secretary and treasurer.

A new law recently went into effect in New York, requiring that hay be sold by the pound and not by the bale. It provides that dealers shall attach a tag to the bale showing its actual weight at the time sold. This law is the outgrowth of complaints of consumers that hay is usually baled when green, resulting in a shrinkage after the product has dried.

It has been estimated by railway freight statisticians that the alfalfa crop in southern California for the year beginning June 1 will be 15,000 tons greater than that of the year just ending. This estimate is based on the increased acreage planted in alfalfa on irrigated land, and therefore not dependent on rainfall. It is expected that the crop will total 140,000 tons, on an average of six cuttings during the 12 months.



## FIELD SEEDS

The Eunice Cotton Oil Mill at Eunice, La., is replacing its seedhouse, which was destroyed by fire, with a structure 70x160 feet in size.

Mr. Larsen, of the seed firm, Loewith, Larsen & Co., New York City, will leave for Europe the latter part of this month, visiting the various seed houses represented by the company, to prepare for the coming campaign.

It is reported that a shortage of alfalfa seed has been prevailing in the market at Spokane, Wash. When asked for a reason for this condition, John Anderson, secretary of the Inland Seed Company, said: "The chief source of supply of native alfalfa seed has been Idaho and Utah. For some time there has been but little pure seed in those states. In fact, the native seed is not good enough to comply with the pure seed laws of Washington and Idaho. Before the passing of the pure seed laws the farmers became very careless and the seeds got worse and worse from year to year and now are far from complying with the requirements of the law. In consequence of this, native seed is off the market. In the east I believe there are stocks of imported seed which are pure and will pass the muster of the state requirements and inspection. It is to this seed we must look for our supply."

## ALBERT DICKINSON SEED PLANT FOR BUFFALO

It is reported that the Albert Dickinson Company of Chicago has plans under contemplation for the erection of a large seed cleaning plant at Buffalo, N. Y., on waterfront property purchased some time ago. The site has a frontage of 234 feet on Ganson Street and extends back 553 feet to the Buffalo River, on which it has a frontage of 100 feet.

The plant under consideration will include the seed cleaning building, a large elevator, a warehouse and offices. The company maintains a branch office in the Buffalo Chamber of Commerce Building.

## CANADIAN ALFALFA SEED

The Canadian Department of Agriculture is contemplating the cultivation of alfalfa seed for the growers of the Dominion, as, hitherto, practically all of the alfalfa seed used in Canada has been secured outside of that country. It has been estimated that the expenditure for alfalfa seed in the western part of the country alone approximates half a million dollars. The movement to produce seed on Canadian soil is under the supervision of S. A. Bedford, deputy minister, and it is believed that the venture will be a success, as a fine yield of

hardy plants was raised on a plot of ground at the agricultural college two years ago.

The Department of Agriculture proposes to select a suitable field of well drained, light land for this purpose, on which the hardest varieties obtainable will be cultivated. Especial effort will be put forth to obtain a pure strain of seed. It is expected that the farmers interested in the movement will also begin the systematic raising of alfalfa for seed purposes.

## JERSEY FARMERS REPUDIATE FREE SEEDS

It is reported that farmers in the vicinity of Elmer, N. J., will no longer accept free seeds from their congressmen, and a number of granges throughout the state of New Jersey have adopted resolutions expressing their sentiments about free seed distribution. Some time ago the district was flooded with government seeds and it is claimed by many farmers that the seeds were old.

The Elmer Grange recently drew up the following resolutions: "We will, hereafter, receive no more of those seeds from the post office, or if we do receive them, not knowing what the packages contain, we will either send them back to the senator or representative who sent them or throw them to our chickens. As farmers, we think it would be much better if the money heretofore expended on free seed distribution be apportioned among the several state experimental stations for advancement of agricultural work."

## NEW JERSEY SEED LAW

The seed law which is now in operation in New Jersey is very simple as to statement but is comprehensive enough to work considerable havoc for unscrupulous seedsmen. The law in detail follows:

1. The New Jersey Agricultural Experiment Station is hereby authorized to employ a seed analyst.

2. It shall be the duty of the seed analyst to examine and test samples of field, truck, crop, garden or other agricultural and forest seeds collected by him or his deputies or sent to him by citizens of the state of New Jersey, and to determine as far as possible the vitality of the seeds and the character and quantities of the impurities present. It shall also be the duty of the seed analyst to make a report to the person or persons sending the samples, and to keep a careful record of the results of said examinations and tests. Said examinations and tests are to be made without charge to the citizens of the state of New Jersey.

3. It shall be the duty of the New Jersey State Agricultural Experiment Station to publish at least one bulletin annually, containing a record of the tests and examinations made by the seed analyst of seeds officially obtained for such purposes.

4. The sum of two thousand dollars (\$2,000) is hereby appropriated for the purpose of this act; provided, that no payment shall be made pursuant to this act until the amount shall have been included in the supplemental or regular annual appropriation bill.

## BARLEY AND MALT

James Stewart & Co., of Chicago, are building a 5,000,000-bushel elevator at Calgary, Alta., for the Canadian Malting Company.

The Meyer Malting Company has secured a permit to build a reinforced concrete elevator and brick malt house at Buffalo, N. Y. The buildings will cost approximately \$100,000.

The Pacific Brewing and Malting Company has awarded the contract for the erection of a \$15,000 brick and concrete warehouse and stable in connection with its plant at Tacoma, Wash.

The Los Angeles Brewing Company of Los Angeles, Cal., has awarded a contract for the erection of a reinforced concrete elevator to cost \$62,000. It will be 45x36 feet in size and 75 feet in height.

According to H. V. Harlan, barley expert of the Bureau of Plant Industries of the Federal Department of Agriculture, who has been at the Minnesota University Experiment Station, investigating state production problems, Minnesota seed barley is badly mixed and has been producing inadequate crops and an inferior quality of grain.

In order to secure a suitable variety of barley from which to manufacture breakfast foods and other cereal products, the Cereal Products Company of Spokane, Wash., has arranged with I. B. Malcolm to send a portion of his land, six miles north of Sprague, Wash., to a variety of hullless barley which the company considers especially desirable

for its use. The seed barley was obtained from Montana, and if results are favorable a large acreage will be sown to the new variety next season.

The West Bend Malting Company has awarded contracts for doubling the capacity of its plant at West Bend, Wis., and the completion of the work will give the company a malting capacity of 1,000 bushels daily.

The Manhattan Malting Company of Bozeman, Mont., has taken over the business of the Manhattan Malting Company, whose corporate existence expired in 1910. The capital stock is \$582,100 and the incorporators are Henry Altenhand, Sr., Henry Altenhand, Jr., both of New York; A. M. Allen of Manhattan, Mont., and N. S. Hartman of Bozeman.

J. M. Riebs, Jr., and son, Arthur, have taken over the entire business of the Berger-Crittenden Company, barley and grain dealers at Milwaukee, Wis. The latter company, one of the oldest firms of Milwaukee, will dissolve. J. M. Riebs, Jr., has long been a dealer in barley and will continue to specialize in Wisconsin and Minnesota brewers' barley and distillers' rye.

It is stated that a Belgian chemist has produced a food from malt grains which closely resembles the taste of meat but is said to be more nutritious than that article of food. The new product is made from malt grains, which are washed, pressed and treated with sulphuric acid and lime, after which

the mass is filtered and dried until it has the appearance of a paste.

[Special Correspondence.]

## CHICAGO BARLEY MARKET

BY A. L. SOMERS,  
President Somers, Jones & Co.

The barley market has held its own well. Prices have eased off 1 to 2 cents per bushel from top of a few weeks ago, owing as much to the lateness of the season as to any other one feature. The buying demand continues good and the supply none too heavy.

Malting today, Wednesday, June 11th, ranges 56 to 66 cents, mainly 60 to 63 cents per bushel. Feed from 50 to 55 cents per bushel.

Our reports show that reserves of barley are fairly heavy and that the movement would be much increased if cars were obtainable. The consequent light supply is no doubt largely responsible for the continued undertone of strength in market values.

The barley trade considers the Government Report issued on the afternoon of June 9th, moderately bullish. The barley acreage shows a decrease of 275,000 acres from that of one year ago. This is probably not material as far as crop results are concerned but is in the nature of a surprise to the trade, which, from private reports so far this year, expected an acreage fully up to last year's. The estimated yield per acre, based on the condition June 1st, 87.1 per cent, indicates a yield of 177 millions against 223,824,000 bushels last year. This loss as outlined in our previous letters, is owing largely to the dry weather in California, which more than cut the crop in two there.

The probability is that the trade will consider the report bullish and that it will be followed with good buying demand right from the start of the new crop movement and that the buying demand for the carry-over will also remain heavy. The fact that the indicated crop June 1st, shows 46,824,000 bushels less than the crop actually harvested last year is in itself a bullish feature, even if the bulk of this shortage is located in California and will probably have little or no effect on Middle States barley values. Good weather through the filling period may result in another big crop of barley in the best of the Middle States barley territory and if so it will probably mean another year of moderate prices.

The trade goes into the new season with fair supplies of barley and malt. Reserves of barley in the country are larger than usual at this period of the year and stocks of malt in consumers' hands are also reported considerably above the average of the past two or three years.

With reasonably good weather from now on the probability is that consequent good crop results will be followed by as free a movement as transportation facilities will allow. Cars are scarce and a slow distribution of present reserves and of the probable new crop in the fall at present seem likely. It all points to well maintained values for the near future, with the present fine crop outlook already discounted in the price.

In other words, there is little in the situation to bring about bearish sentiment.

## MONTANA MAY BE A CORN STATE

According to State Senator Stevens of Montana, that state will, within a few years, be one of the greatest corn producing states in the country. In spreading the gospel of King Corn, he is raising large quantities on his own ranch in Chouteau County. Referring to his belief that corn can and will grow in Montana, Senator Stevens said recently:

"Corn experts are at work right now, to produce a seed that will stand the Montana climate. The Agriculture Department at Washington is experimenting with corn, and in time, a seed will be bred which will put Montana on the corn map."

"I can remember when corn could not be grown in northern Iowa. Now that section is an enormous producer of the cereal. The secret of it is that experts kept at it until they bred up a hardy grade of corn which would stand the more severe climate of the northern part of the state."

"There isn't any doubt but that climate changes with the settlement of states. Formerly little rain fell in either Kansas or Nebraska. Now these two commonwealths are among the big corn producing states of the Union."

"I believe that will be true in Montana. The more thickly settled the state becomes, the better will be the climatic conditions, and finally the extreme cold weather which is not conducive to the best production of corn, will disappear."

"We will get the necessary moisture when the state is more thickly settled, and if we do not, there will be a grade of corn bred which does not require so much rain."

Nineteen thousand men from outside the state are needed at once to harvest the Kansas wheat crop, according to a statement issued by W. L. O'Brien, State Labor Commissioner and Director of the State Free Employment Bureau.



# FIRES-CASUALTIES

The roof of the Witt Elevator, Witt, Ill., was damaged by fire on May 29.

The elevator of Ellis & Wagner at Goodfield, Ill., was slightly damaged by lightning on May 21.

The Lanterman Elevator at Mandan, N. D., was struck by lightning and destroyed by fire on June 2.

The Donoghue Elevator at Kingston, Ont., was damaged by fire to the extent of \$1,000 last month.

The Atlas Elevator at Wareham, Neb., was struck by lightning on May 13 and partly consumed by fire.

The engine room of the National Elevator at Minto, N. D., was partially destroyed by fire last month.

The elevator at Scotia, Neb., owned by the Omaha Elevator Company, was struck by lightning on June 1, and burned.

L. W. Sage's elevator at Julian, Neb., collapsed on May 13, and about 16,000 bushels of wheat spread over the ground.

The hay house and presses of Abraham Good at Otitville, Pa., were destroyed by fire recently, resulting in a loss of about \$3,000.

The building of the M. D. Stanley Company, grain and produce dealers at New Britain, Conn., was destroyed by fire last month.

A grain boat, owned by the Excelsior Elevator Company at New York City, was damaged by fire to the extent of \$1,000, on May 12.

Fire destroyed three hay warehouses of the H. Dittlinger Roller Mills Company at New Braunfels, Texas, on May 13, causing a loss of \$3,000.

M. L. Smith, connected with a mill and elevator company at Fort Worth, Texas, fell 50 feet into a wheat bin recently, and was seriously injured.

On May 24, part of the elevator at Guthrie, Ill., owned by C. G. Brotherton, collapsed and about 2,000 bushels of grain poured out on the ground.

The house of the Caro Elevator Company at Caro, Mich., was fired by a spark from a passing engine on May 26, and a small loss resulted.

A large quantity of grain in the hold of the ship *Glenarm Head* near Montreal, Que., was damaged by fire recently. The loss was covered by insurance.

An overheated motor in the dynamo room of the elevator of P. F. Boulay & Co., at Fond du Lac, Wis., caused a fire which resulted in a small loss on May 15.

The Erie Elevator, one of the largest elevators at Buffalo, N. Y., was entirely destroyed by fire on May 15. An account of the fire is given elsewhere in this issue.

The hay and grain warehouse of Gates & Son at Richmond, Cal., was burned last month, with a loss of \$10,000. Crossed wires were responsible for the disaster.

Fire, believed to have been of incendiary origin, destroyed the Farmers' Elevator and 5,000 bushels of grain at Sarles, N. D., on June 2. The loss was covered by insurance.

H. D. Adams, grain buyer at Medford, Minn., suffered a broken arm and other injuries on May 22, when he fell, while working in the top of the elevator, and struck a bin.

The Empire Elevator at Scranton, N. D., was totally destroyed by fire on May 29, together with 4,000 bushels of grain. The office and the gasoline engine escaped the flames.

In a fire which resulted in damage to the extent of \$12,000 in Pittsfield, Pa.; the feed warehouse of L. L. Johnson was burned to the ground, including a quantity of hay and feed.

Fire originating in the Brinkerhoff Elevator at Redmon, Ill., completely destroyed the house and part of the village on May 20. The total loss of property was about \$100,000.

Fire of unknown origin destroyed the elevator of the Fort Worth Macaroni Company at Fort Worth, Texas, on May 26. The loss on the building and contents was about \$14,000.

The grain elevator of the Florida Brewing Company at Tampa, Fla., was damaged by fire to the extent of \$10,000 on May 23. The fire originated from belt friction. The loss is covered by insurance.

The feed and grocery store of Louis Greeneisen at Brooklyn, Md., was gutted by fire on May 28. The fire started in the basement which was stored with paints and oils. The building was a three-story brick structure, 40x20 feet in size, and one of the

oldest structures in the town. The loss was about \$4,000.

Incendiarism is given as the cause of a fire which destroyed eight buildings at Sharon, Pa., recently, including the Kelly grain warehouse. The total loss was approximately \$50,000.

Roy Carter, carpenter, was injured by falling boards while working on the new elevator at Bondville, Ill., recently. Some loose boards fell and struck his head, cutting him quite severely.

Fire, on May 22, destroyed the elevator of M. P. Miller at Russell, Kan. The house had a capacity of 50,000 bushels and was erected in 1888. The loss was about \$6,000 with \$4,000 insurance.

The elevator at Osage City, Kan., owned by F. B. Bonebrake, was struck by lightning on May 12, and destroyed by the fire that followed. The house was valued at about \$7,000 and contained \$3,000 worth of grain.

The Wapello Elevator, Wapello, Iowa, was completely destroyed by fire on June 3, which is believed to have originated in a pile of corn cobs. The management had recently installed new machinery. The loss is about \$15,000.

A grain elevator and hay shed, belonging to Charles Schaefer & Son of Townley (R. F. D. from Picton), N. J., were destroyed by fire on May 27. The contents of the buildings included 1,000 tons of hay and a quantity of grain.

The seed warehouse of Donnell & Co., a warehouse of the Southern Cotton Oil Company, and the gin of the H. C. Lee Gin and Storage Company at Bellwood, Ala., were destroyed by fire in May, entailing a loss of \$8,000.

The feed store of William P. Miller at Louisville, Ky., was gutted by fire on May 17, resulting in a loss of \$8,000. The store was located in a two-story building, 60x150 feet in size. Twenty carloads of hay, feed, wheat, oats and straw were stored in the building.

C. B. Burns' elevator at Gettysburg, Ohio, containing about 3,000 bushels of grain, was burned in May. The fire is supposed to have started from a hot journal in the cupola of the elevator. The loss on building and contents was about \$6,000 with partial insurance.

The warehouse of the Citizens' Mill and Brokerage Company at Seguin, Texas, was burned on May 28, entailing a loss of about \$1,000, covered by insurance. A building six feet away from the warehouse, containing several thousand dollars' worth of grain, escaped injury.

Fire originating in an elevator in connection with the Bewley Mill at Fort Worth, Texas, resulted in a loss of \$125,000, fully covered by insurance. Fifty thousand bushels of wheat and other grains were destroyed. The fire is believed to have been caused by spontaneous combustion.

Fire of mysterious origin destroyed the flour mill of the Tulare Grain and Milling Company at Tulare, Cal., on May 11. The loss was estimated at \$25,000 with about \$12,000 insurance. About \$5,000 worth of finished products stored in the mill were consumed but an adjoining warehouse stored with about \$8,000 worth of grain was saved.

The Crimmins Elevator at Hildreth, Ill., was completely destroyed by fire on May 14, together with 45,000 bushels of grain. The loss is estimated at about \$30,000. The building belonged to a Miss Crimmins and the grain was the property of the International Grain Company. Both the building and the grain were covered by insurance.

The Big Four Elevator at Cincinnati, Ohio, was destroyed by fire recently, entailing a loss of \$5,000, covered by insurance. The fire started from hot cinders. The building was ironclad and the fire men experienced some difficulty and danger in fighting the flames, when the red-hot sheets of iron peeled from the building and fell to the street.

Spontaneous combustion is said to have caused the fire which started on the top floor of the Goodrich Elevator at Winchester, Ind., on May 13, resulting in a loss of approximately \$50,000, with \$25,000 insurance. Adjoining manufacturing plants and residences were seriously damaged by the flames and 25,000 bushels of grain stored in the elevator were consumed. The City Mills, owned by C. V. Graft, and located across the street from the elevator were damaged to the extent of \$500, while the New York Central Railroad suffered a loss of about \$10,000. Goodrich Bros. lost their former elevator by fire 12 years ago.

## Grain Drier Economy

The Hess Grain Drier and Cooler, model for 1913, is not altogether different from the older driers made by us during the past fourteen years, but it contains a few changed elements which work for greater economy and convenience.

We make a strong point of the workmanlike and strong construction of our machine, and of the ease with which it is manipulated. Every portion of the drier and every bit of grain in it may be readily seen and sampled by the operator, even while the machine is in operation.

It is self cleaning throughout, and may be changed from one kind of grain to another without sweeping or cleaning and without loss of time. It will handle any kind of grain or seed from timothy seed up to lima beans, and it has been used for these and all sorts of grain between.

**Economy in Operation** is one of our strongest points. In our first drier, patented in 1898, we provided for a cooling chamber above the heating chamber with valves between, with one fan or series of fans to draw cold air through the cooling chamber, then through the coils to heat it, and finally through the heating chamber. This spells economy, because

1. We save all of the heat given off by the cooling grain.
2. One set of fans require less power than two sets.
3. No re-elevation nor handling of the grain for cooling is necessary.
4. A smaller building is required and considerable less of machinery for operation with this arrangement than with any other.

We have made driers since 1898 and all our driers have been so constructed in accordance with our patents.

There is another great economy factor in our drier, in the peculiar form of racks, which hold the grain, loosely in position, without the use of wire netting, nor perforated metal, and so arranged that broad areas of grain layers are so exposed to the air currents that practically no pressure is required to force the air through them. As a result our fans run very slowly, and slow running fans take little power. Other driers, built up like honey-combs and with numerous small air passages and pigeon-holes, require very considerable pressure to force the air through them, and high speed and high pressure fans are, therefore, necessary.

Our driers operate with one fourth to one third of the power used by others, and as the consumption of power is an *every-day expenditure*, it is the most important factor to be considered in selecting a drier.

We have also, this year, a new type of steam coils, economical in the use of steam and not subject to repairs, as are the ordinary coils used for driers. If you are thinking of a drier you cannot afford to decide until you know what we have to offer.

Ask us for full information

**HESS WARMING  
AND  
VENTILATING CO.**  
1210 Tacoma Building, CHICAGO



## GRAIN TRADE PATENTS

Issued on May 13th, 1913

Conveyor.—John H. Michener, Jr., New York, N. Y. Filed May 10, 1912. No. 1,061,394.

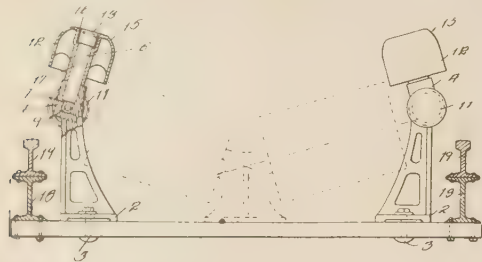
Grain-Crib.—Harry B. Naylor, Pittsburgh, Pa., assignor to the National Fire Proofing Company, Pittsburgh, Pa., a corporation of Pennsylvania. Filed Oct. 24, 1912. No. 1,061,683.

Automatic Weighing-Machine.—Lloyd J. Sudarth, Silex, Mo. Filed July 8, 1912. No. 1,061,338.

Issued on May 20th, 1913

Belt Conveyor.—Joseph Dierdorff, Columbus, Ohio, assignor to the Jeffrey Manufacturing Company, a corporation of Ohio. Filed April 24, 1911. No. 1,062,325. See cut.

Claim.—The combination of a conveyor belt guide idler having an axial opening enlarged at its upper end, the active face of the idler being continued in a curved



unbroken surface at its upper end to the edge of the said opening, the supporting shaft located in the opening, and a cap secured upon the upper end of the shaft and fitting snugly within the enlarged portion of the opening.

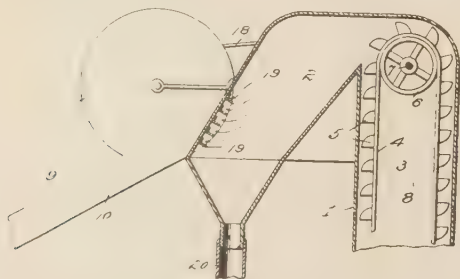
Grain-Car Door.—Henry H. King, Gresham, Ore. Filed July 19, 1912. No. 1,062,476.

Seed-Corn Rack and Stand.—Louis W. Klug, Woonsocket, S. D. Filed July 31, 1912. No. 1,062,242.

Feed-Mixer.—Elbert S. Dixon and Henry E. Werner, Houston, Texas. Filed June 24, 1912. No. 1,062,086.

Grain-Cleaner.—Charles L. Amen, Carthage, S. D. Filed June 9, 1911. No. 1,061,971. See cut.

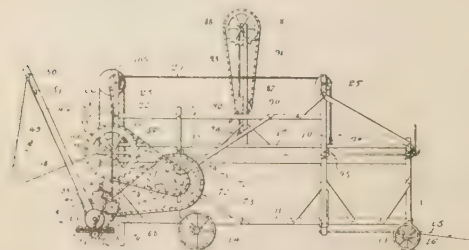
Claim.—A grain cleaner for grain elevators, comprising a housing at the upper end of the elevator casing, said housing extending downwardly at an angle with the cas-



ing, a cylindrical fan casing disposed at one side of and communicating with the housing, a suction fan revolvably mounted in the fan casing, and a series of aligned angle iron deflector plates on the inner wall of the housing and disposed at an angle with a vertical plane for deflecting the grain downward.

Automatic Grain Unloader and Elevator.—Clarence F. Wall, Holton, Kan. Filed Aug. 16, 1912. No. 1,062,205. See cut.

Claim.—In an unloading and elevating machine, a supporting frame, a vertically movable platform carried by said frame, a shaft carried by said frame, gears on said shaft, cables secured to said platform, sprocket chains



on said cables held permanently in mesh with said gears, said cables actuating said shaft upon sinking movement of said platform, an elevator, clutch controlled means actuated by said shaft during sinking movement of said platform and actuating said elevator, a drum fixed on said shaft, a cable carried by said drum, and a counterbalancing weight on said cable serving to rotate said shaft and elevate said platform to raised position after the platform arrives at its lowest limit of movement.

Automatic Weighing-Machine.—Willis Clothier, New Castle, Del. Filed Dec. 3, 1912. No. 1,061,983.

Issued on May 27th, 1913

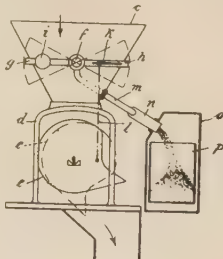
Dust-Catcher.—Arthur J. Boynton, Lorain, Ohio. Filed May 2, 1912. No. 1,063,110.

Process of Testing Seeds.—Burton H. Adams and Walter C. Adams, Decorah, Iowa. Filed May 9, 1910. No. 1,062,682.

Issued on June 3d, 1913

Apparatus for Taking Samples from Grain and the Like.—Georg Petersen, Nicolaieff, Russia. Filed June 11, 1912. No. 1,063,725. See cut.

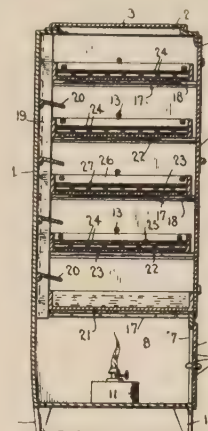
Claim.—In an apparatus for taking samples from a continuous or intermittent current or rushes of wholesale quantities of grain or the like, the combination



with a portion of the grain-conduit, of a horizontal tube extending crosswise into and through said portion; a plurality of apertures in the upper and lower wall portion of said tube; a shaft inside of said tube; cross-bores in said shaft adapted to coincide with said apertures; means for automatically turning said shaft; a vessel adapted to receive and collect the sample quantities taken by the opened upper apertures; and connections between the lower apertures and said vessel.

Malt Turning, Aerating and Gathering Machine.—John Guehring, San Francisco, Cal. Filed April 15, 1912. No. 1,063,872.

Automatic Sampling-Machine.—John O. Bardill, Herculaneum, Mo. Filed Dec. 11, 1911. No. 1,063,494.



Seed-Sprouter.—Herman Schultz, Parkersburg, Iowa. Filed Sept. 23, 1912. No. 1,063,742. See cut.

Claim.—A seed sprouter comprising a casing having therein top and side openings and ventilating openings, a ventilated cover to close said top opening, doors to close said side opening, one of said doors having ven-

tilating openings, a heating compartment in the lower portion of said casing, a heat supplying medium arranged in said compartment, damper plates arranged over the ventilating openings in the casing, whereby the size of the said openings is regulated, series of tray supporting cleats, arranged in the casing, seed supporting trays engaged with said cleats, a spacing strip arranged between the rear wall of the casing and the trays, and vapor deflecting plates arranged between the trays.

## OBITUARY

William Ewing of the William Ewing Company, seed merchants at Montreal, Que., dropped dead recently.

Henry Bohannon, a grain and hay dealer of New York City, aged 55 years, committed suicide on May 12, by taking illuminating gas.

James O'Neil, a pioneer grain dealer of southwestern Kansas, residing at Mullinville, died at a hospital in Hutchinson, Kan., on May 20, aged 69 years.

Roy Campbell, a stockholder in the Lawton Mill and Elevator Company at Lawton, Okla., died recently in El Paso, Texas, whither he had gone in search of health.

Matthew White of New York City, a retired malt manufacturer and father of Matthew White, Jr., the writer, lost his life, on May 20, in a fire that destroyed his summer home at Monterey, Mass.

C. E. Wood, pioneer grain dealer of Genesee, Idaho, died at his home in that city recently. He had interests at Colfax, Moscow, Nezperce and Genesee, Idaho. He leaves a widow and one daughter.

L. H. Murrey, for many years a dealer in feed and stock at Hamler, Ohio, died on May 14, at University Hospital in Ann Arbor, Mich. Mr. Murrey was born near Hamler in 1854. He is survived by his wife and two children.

Samuel S. Gardner, aged 72 years, for 50 years grain inspector at Cleveland, Ohio, died suddenly at his home in that city on May 16. Mr. Gardner formerly served as inspector for the old Board of Trade and later for the Chamber of Commerce. He is survived by his wife and one son.

John T. White, former state grain inspector of Kansas, passed away at his home in Ada, Kan., recently. Mr. White had served as a member of the Kansas State Utilities Commission and also as a member of the state legislature. He was appointed grain inspector four years ago but under the new administration was displaced.

Charles Horton, pioneer grain and lumber merchant and banker of the Northwest died last month at his home in Winona, Minn. Mr. Horton was 77 years of age and died of heart trouble. He was president of the Western Elevator Company and of the First National Bank of Winona, and had large lumber interests in the Northwest. He is survived by one son and four daughters.

George H. Sidwell, founder of the grain commission firm of George H. Sidwell & Co., Chicago, died on June 4. He was born in Taunton, Mass., in 1831, and came to Chicago in 1855. From 1859 to 1869 he was superintendent of the Michigan Flour Mills in this city. In 1869, he founded the grain firm of George H. Sidwell & Co., of which he was president, and in the same year, he became a member of the Board of Trade, continuing his associa-

tion until his death. He served one term as alderman. In 1860, he married Julia A. Turner and two children survive him.

James Rollins, retired grain dealer, was mortally injured on May 28, when he was knocked down by a street car in New York City. Mr. Rollins was born in Ireland 85 years ago, and came to America when a child. In 1857 he established a grain and feed store in New York and continued its operation until several years ago, when his two sons took charge. He is survived by his sons and one daughter.

T. Walter Browning, a broker on the Chicago Board of Trade, suddenly died at his home in Glencoe, Ill., on June 2. Mr. Browning was born in Philadelphia in 1866 and came to Chicago in 1879, entering the employ of the William Young Company. In 1904 he became a member of the firm of Pringle, Fitch & Rankin, and later, a member of the firm of Walter Fitch & Co., with whom he remained until about three years ago, when he retired owing to poor health. He had been a member of the Board of Trade since 1890.

Thomas F. Clark, a retired grain merchant, died at his home in Plymouth, N. H., on May 16. Mr. Clark was born in Andover, N. H., in 1836 and in 1868, he went to Indianapolis, Ind., where he entered the employ of W. P. & E. P. Gallup, grain and commission merchants, and sold Fairbanks Scales throughout Indiana and Illinois. In 1870, he entered into partnership with the grain firm under the name of Gallup, Clark & Co. The firm had an elevator at Farmers City, Ill., of which Mr. Clark took charge. In 1888, he retired. He is survived by a sister.

George W. Peavey, son of the late Frank H. Peavey, founder of the Peavey Elevator Company, died at his home in Minneapolis, Minn., on June 8, after an illness of several months due to rheumatic heart trouble. As a member of the Peavey Elevator Company, Mr. Peavey was prominently identified with the grain business throughout the Northwest. The company was founded in Sioux City, Iowa, about 30 years ago by Mr. Peavey, the elder, and subsequently the firm removed to Minneapolis. George W. Peavey was born in Sioux City, in 1877, and removed to Minneapolis about 25 years ago. He is survived by his wife and two sisters.

In the annual grain judging contest at the University of Missouri College of Agriculture, F. L. Duley, Grant City, Mo., won first place and a \$25 silver loving cup. Other winners were L. N. Graves, Lewistown, first in judging wheat; J. D. Blackwell, Columbia, first in judging corn; V. R. Wilson, Columbia, first in judging oats. L. Moomaw, Clinton, won the special \$15 prize offered by the St. Louis Merchants' Exchange for commercial grading of grain.



## THE GOVERNMENT CROP ESTIMATE

The Crop Reporting Board of the Bureau of Statistics submitted the following estimates in its report issued June 9, gathered from the reports of the correspondents and agents:

For the United States—

Crop.	1912. P. ct. of 1912.	Acres.	1913. 1912.	Condition, June 1, 1913.
Spring wheat .....	97.0	18,663,000	93.5	95.8
Winter wheat .....	116.4	30,938,000	83.5	74.3
All wheat .....	108.3	49,601,000	87.2	83.3
Oats .....	101.1	38,341,000	87.0	91.1
Barley .....	96.3	7,255,000	87.1	91.1
Rye .....			90.9	87.7
Hay .....			87.5	89.8
Pastures .....			89.2	93.7

The estimated yields indicated by the condition of crops on June 1, 1913, and final yields in preceding years, for comparison, follow:

Crop.	Yield per acre bushels.	Total production in millions of bushels.	1912. Final est.	1911. Final est.
Winter wheat .....	1913* 15.9	1913* 492	1912. 15.1	1911. 400
Spring wheat .....	13.5	252	17.2	330
All wheat .....	15.0	744	15.9	191
Oats .....	28.8	1,104	27.4	621
Barley .....	24.4	177	29.7	922
Rye .....	16.5	36	16.8	160

\*Interpreted from condition reports.

Details for important crops in principal states follow:

WINTER WHEAT.				
States.	Percent of U. S. acreage in state.	June 1, 1913.	Condition, May 1, 1913.	June 1, 1912.
Kansas .....	21.5	72	91	75
Nebraska .....	10.1	95	97	74
Missouri .....	7.5	88	95	65
Illinois .....	7.3	83	94	41
Indiana .....	6.9	87	91	42
Ohio .....	6.2	91	91	45
Oklahoma .....	5.3	55	89	80
Pennsylvania .....	4.2	91	94	89
Washington .....	3.5	91	95	96
Michigan .....	2.7	83	83	55
Virginia .....	2.7	83	83	55
Kentucky .....	2.3	88	91	71
Tennessee .....	2.2	90	92	84
Texas .....	2.2	77	78	89
Maryland .....	2.0	90	95	92
North Carolina .....	1.9	92	93	84
Oregon .....	1.8	91	92	101
Montana .....	1.7	89	92	97
New York .....	1.1	89	92	81
Iowa .....	1.1	94	93	79
Idaho .....	1.1	90	95	97
California .....	0.9	55	62	80
United States .....	100.0	83.5	91.9	74.3

SPRING WHEAT.				
States.	Percent of U. S. acreage in state.	June 1, 1913.	Condition, May 1, 1913.	June 1, 1912.
North Dakota .....	95	7,590,000	91	96
Minnesota .....	97	4,195,000	95	96
South Dakota .....	100	3,675,000	97	95
Washington .....	94	1,219,000	93	99
United States .....	97.0	18,633,000	93.5	95.8

OATS.				
States.	Percent of U. S. acreage in state.	June 1, 1913.	Condition, May 1, 1913.	June 1, 1912.
Iowa .....	99	4,879,000	96	97
Illinois .....	102	4,304,000	74	86
Minnesota .....	101	2,977,000	95	96
Wisconsin .....	101	2,295,000	94	93
Nebraska .....	100	2,275,000	96	87
North Dakota .....	98	2,254,000	92	96
Kansas .....	110	1,892,000	73	73
Ohio .....	86	1,823,000	85	93
Indiana .....	88	1,751,000	75	91
South Dakota .....	103	1,596,000	97	95
Michigan .....	102	1,515,000	88	86
New York .....	108	1,287,000	92	89
Missouri .....	110	1,238,000	75	83
Pennsylvania .....	105	1,154,000	90	89
United States .....	101.1	38,341,000	87.0	91.1

The wheat crop in western Kansas will be a disappointment to people who have been expecting a bumper crop, according to Secretary E. J. Smiley, of the Kansas Grain Dealers' Association, who has just finished a trip through a number of counties.

# For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

## HOW TO SELL YOUR ELEVATOR

If you wish to sell your elevator promptly and quietly, write me, giving all the information. Must be worth the money. JAMES M. MAGUIRE, Campus, Ill.

## ELEVATORS AND MILLS

## ELEVATORS FOR SALE

Only elevators at two good Kansas wheat stations. Write J. JACOBSON, Formoso, Kan.

## ELEVATORS FOR SALE

Have a nice lot to select from at prices from \$3,000 up. Write and let me know how much you wish to pay. Am sure I can suit. JAMES M. MAGUIRE, Campus, Ill.

## FOR SALE

A 75-barrel roller flour mill, Nordyke & Marmon build, now in operation. Located in good wheat section of Virginia, with an available water power of 350 horse. P. P., Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

## FOR SALE OR RENT

Terminal elevator at Oklahoma City, Okla., with large storage capacity. Equipped with 100-ton track scale, 50-ton hopper scale, wagon and platform scales, corn sheller, clipper, cleaners and feed rolls. Motive power: 125-horsepower, one 20-horsepower, one 15-horsepower, one 7-horsepower electric motors. One 40-horsepower boiler to operate Hess Drier. This elevator is on private property with trackage on both sides, and has free switching to four trunk lines. This affords a splendid opportunity for a live grain firm to acquire and operate an elevator in a live and rapidly growing city, the gateway to the South. Would take good land in part payment. If interested, write J. C. PEARSON, Marshall, Okla.

## FOR SALE

A business established 35 years ago. Wholesale and retail flour, feed, grain and builders' supplies. No better location in the state of Pennsylvania, occupying two entire squares on which are erected three warerooms, large wagon shed, up-to-date cemented stable, accommodations for eleven horses, seven heavy draft horses and wagons to suit the business. It is not a run down business but a good line of customers well taken care of. We have a private railroad siding running through the property. My reason for selling is that I want to devote my entire attention to my wholesale grain business at Pittsburgh. This business I am offering for sale is located at Carnegie, Pa., having P. C. C. & St. L., P. C. & Y., and P. & L. E. railroad connections, located on the main line of the P. C. C. & St. L., about eight miles west of Pittsburgh. Will sell entire stock at market prices and sell property, rent or lease same. For particulars, address C. A. FOSTER, 701 Wabash Bldg., Pittsburgh, Pa.

## MACHINERY

## ENGINE FOR SALE

One 30-horsepower Foos Gasoline Engine, almost new. Good reason for selling. HENRY EDELMAIER, Hooper, Neb.

## FOR SALE

Machinery and equipment complete of 1,500-barrel mill, Nordyke & Marmon Sifter System; is all nearly new, having been used only two years. Will sell all together, or any part of same. The equipment includes 150-horsepower Hamilton Corliss Engine and one 1,000-horsepower Reynolds Corliss Engine, vertical. HARTZ MACHINERY CO., 607 Arch St., Philadelphia, Pa.

## MACHINERY

## FOR SALE

One 25-horsepower, Otto Gasoline Engine, in good running order. Price, with battery ignition, \$350; magneto ignition, \$375. THOMPSON & SONS MFG. CO., Beloit, Wis.

## A BARGAIN

High grade Dubois Stationary Gasoline Engine, 5-horsepower. Also several other special bargains. THE STANDARD SCALE & SUPPLY CO., 14th & Wabash Ave., Chicago, Ill.

## GASOLINE ENGINES FOR SALE

Power users—Gasoline engine bargains from 1 to 100-horsepower. Get our big list and state your power requirements before you buy. BADGER MOTOR CO., Milwaukee, Wis.

## GAS ENGINE FOR SALE

A double tandem automatic gas engine, 250 horsepower on natural gas, or 200 horsepower on producer gas. We are prepared to offer a great bargain. PHOENIX IRON WORKS COMPANY, Meadville, Pa.

## SCALE FOR SALE

One 6-bushel Richardson Automatic Scale with residue weigher, used only a few months. If taken immediately, \$275 f. o. b. Davenport. For full particulars, etc., address DICK R. LANE, Trustee, Davenport, Iowa.

## FOR SALE

A 35-horsepower 2-cylinder gas engine with gas producer direct connected to a 350-light dynamo (110 volts). Can be seen running; in fine condition. Reason for selling. J. KRAL, 1153 W. 18th St., Chicago, Ill.

## BOILER FOR SALE

One 100-horsepower Kewanee Boiler; 60 inches x 18 feet, 54-inch flues. This boiler is in first-class condition—can be loaded promptly. For full particulars, price, etc., address DICK R. LANE, Trustee, Davenport, Iowa.

## FOR SALE CHEAP

One 35-horsepower Smith Gas Producer.  
One 30-horsepower Fort Wayne Foundry & Machine Co., Horizontal Gas Engine.  
Complete with muffler and gas expansion reservoir for attachment to artificial gas line, if desired. Operated about five years with perfect success. ECONOMY GLOVE COMPANY, Fort Wayne, Ind.

## SCALE BARGAINS

100-ton 40-foot Fairbanks R. R., \$290.  
10-ton 14-foot Standard Wagon, \$85.  
6-ton 22-foot Standard Wagon, \$55.  
6-ton 18-foot Fairbanks Wagon, \$65.  
6-ton 14-foot Standard Wagon, \$60.  
6-ton 14-foot Monarch Wagon, \$45.  
4-ton 14-foot Chicago Wagon, \$30.  
5,000-lb. Fairbanks Dormant, \$55.  
3,500-lb. Fairbanks Dormant, \$35.  
2,500-lb. Standard Dormant, \$35.  
Also several Portable Scales. All rebuilt and guaranteed. THE STANDARD SCALE & SUPPLY CO., 14th & Wabash Ave., Chicago, Ill.

## WANTED

By an Eastern elevator concern, an experienced cash grain man, member Chicago Board of Trade. State experience, salary expected and full particulars in first letter. Y, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS  
COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given  
Special AttentionPhone  
Harrison 7228Orders in Futures  
carefully executed



## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### FOR SALE

Shinn Rods stand for the best in lightning protection. Write me. W. C. SHINN LIGHTNING ROD FACTORY, Lincoln, Neb.

### AUTOMOBILE BARGAINS

Some special bargains in slightly used automobiles taken in trade on new automobiles. Also some new car bargains. Write us your wants. BOX 275, Burlington, Wis.

### KEROSENE FOR AUTOMOBILES AND

Tractors—New Model B, uses successfully 2/3 kerosene or distillate mixed with 1/3 gasoline. Satisfaction guaranteed or money refunded. Greatly increased power, very slow speed when desired. Special agents' prices. AIR-FRICTION CARBURATOR COMPANY, Department "A," Dayton, Ohio.

### SPECIAL BARGAINS IN LUMBER

Two million feet of oak and white pine elevator cribbing, timbers and flooring from Rock Island Elevator now being wrecked at 13th street and Chicago River, Chicago. Also 5,000 doors and windows. Special prices on car load lots. RUELL WRECKING CO., 7337 Stony Island Ave., Chicago, Ill. Phone Hyde Park 1659.

## HELP WANTED

### WANTED—FIRST-CLASS GRAIN BUYERS

To operate country elevators in Minnesota, North Dakota and Montana. Give references and experience. 251 CHAMBER OF COMMERCE, Minneapolis, Minn.

## ELEVATORS WANTED

### WANTED

To hear from owner of good elevator for sale. Send description and price. NORTHWESTERN BUSINESS AGENCY, Minneapolis, Minn.

### BUILD AN ELEVATOR

Delta, Utah, is the commercial center of 100,000 acres of fertile land fast coming under cultivation. On the main line of S. P. L. A. & S. L. R. R. Fine opening for an elevator. Other business opportunities. If interested, correspond with DELTA LAND & WATER COMPANY, Judge Bldg., Salt Lake City, Utah.

## BAGS

### SECOND HAND BAGS FOR SALE

Second hand bags for your purpose and guaranteed to answer your wants. We also buy them. Quotations promptly submitted. Write and get results. HARTENFELD BAG CO., Chicago, Ill.

### FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc. Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

## 10 VITAL ISSUES

We invite requests for the 10 issues of the Wagner Twice Monthly letter that cover the April to August crop raising season. Ten issues sent on request. Will contain crop reports from 700 correspondents and understandable statistics bearing on future market changes. Send names of your friends.

E. W. WAGNER & CO., Board of Trade CHICAGO  
ESTABLISHED 1 CENTURY

## POSITIONS WANTED

### WANTED

Position as buyer, traveling solicitor or book-keeper for good grain firm. Can give reference from present employer and banks. SOLICITOR, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

## Grain and Seeds

### FOR SALE

Alfalfa seeds, highest grades; also red clover and timothy seeds. Write us. C. A. SMURTHWAITE GRAIN & MILLING COMPANY, Salt Lake City, Utah.

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

## SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa, Clover, Millet, Red Top or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

### ILLINOIS SEED CO.

521-1535 Johnson St.

CHICAGO, ILL.

## Workmen's Compensation or Employer Liability Insurance

### Protects you from

liability imposed upon you by the Illinois Workmen's Compensation Law. Write for rates and information.

### BALSLEY BROS.

GENERAL INSURANCE AGENCY,  
SPRINGFIELD, ILLINOIS

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### FIREPROOF WINDOWS

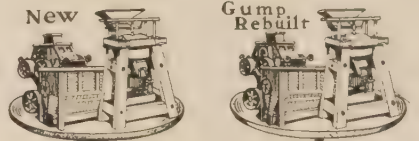
We manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and  
Metal Roofing  
For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

## What's the Difference?



Equally Efficient

Money Saved

### GUMP'S BARGAIN LIST OF REBUILT SECOND-HAND MACHINERY

The Largest Stock of Rebuilt Flour Mill Machinery in the World.

#### PARTIAL LIST.

##### DOUBLE ROLLER MILLS.

Two Dble. 10x42 Allis Mills, almost new.  
Two Dble. 10x36 "Gray Wolf" Mills  
ALLIS—Twelve 9x30; Eleven 9x24;  
Seventeen 9x18; Four 9x14; Three 9x11;  
One 6x12.

##### NORDYKE & MARMON

Eight 7x14; Two 6x16; Five 6x12.

##### SINGLE MILLS.

9x8 and 9x18 Allis; 9x24 Stevens;  
9x18 Odell; 10x24, 12x24 and 12x30  
Downton; 6x18 Case; 12x30 Allis Flaking Roll; Milwaukee, Post Roll.

##### ROLLER FEED MILLS.

9x30 Wolf; 9x24 Nordyke & Marmon; 9x24 Acme;  
9x18 Dawson; 9x18 Barnard & Leas; all three pair high.  
9x18 Allis; 9x30 Wolf; 7x14 Hutchison; 9x18 Barnard  
and Leas, two pair high.

No. 0 and No. 1 Willford; 6x12 and 6x15 Monitor  
Three-Roller Mills.

SIFTERS.—Two No. 0B, One No. 2B and One No.  
3B Plansifters; One No. 1, One No. 2 and One No. 4  
Plansifter Scalpers; One 3x60, Two 5x60 and One 6x60  
Swingsifters; One No. 6½ Universal Bolter.

BUHR STONES.—All sizes from 30 to 54-in. diameter, inclusive.

BUHR-STONE MILLS.—18-inch Planter's Pride;  
22-inch Farm and Plantation; 16-inch, 20-inch  
and 24-inch Monarch; 24-inch Kaestner; 24-inch  
Triumph; 30-inch Harrison; 30-inch Kaestner; all vertical;  
14-inch Obenchain; 20-inch Nordyke; 20-inch  
Richmond; 30-inch Munson, Bradford and Richmond  
and Queen of the South; 36-inch Bradford and Nordyke  
& Marmon, all under-runner mills. Four 48-inch Iron  
Frame Emery Hulling Stone Mills.

##### SCOURERS.

Eureka.—One No. 00; One No. 1;  
One No. 18; Four No. 1; Two  
No. 4.

Monitor.—Two No. 1; One No.  
4; One No. 6.

Cranston.—One No. 1; One No. 4;  
One No. 4½; One No. 5 and One  
No. 6.

Richmond.—Two No. 1; Two No. 3.  
One No. 2 Invinible; One No. 3 Iron Prince.

##### CENTRIFUGAL REELS.

LITTLE WONDER.—One  
7x12"; Four 8x14"; One 7x18";  
Two 8x18"; One 8x24"

G. T. SMITH.—One No. 0,  
Three No. 1 and One No. 4.

ALLIS.—One No. 00, Two No. 2,  
One No. 4, Three No. 1 and Two No. 3, Allfree; Two  
No. 1 and Two No. 2 Gorton.

##### SEPARATORS.

MILLING.—One No. 1, One  
No. 3, One No. 3½, One No. 4  
and One No. 4½ Barnard's; One  
No. 177 New Barnard's Double  
Side-Shake for Winter Wheat;  
One No. 3 and One No. 198  
Eureka; Two No. 4 Monitor.

WAREHOUSE.—One No. 1  
and Two No. 4 Monitor Re-  
ceiving; One No. 3 and Two No. 8 Eureka Elevator.

EVERYTHING FOR FLOUR AND FEED MILLS  
Write for "GUMP BARGAIN BOOK," No. 5, which  
gives a complete list of machinery on hand, with net  
price on each one.

Agents for: Dufour Silk Cloth, Russell Cotton Belt,  
Tyler Wire Cloth.

Roll Corrugating and Grinding a specialty.

PIONEERS IN THE REBUILDING OF FLOUR  
MILL MACHINERY





## GRAIN RECEIVERS

## PHILADELPHIA

**L. F. MILLER & SONS,**  
Receivers and Shippers of  
**GRAIN, FEED, SEEDS, HAY, ETC.**  
OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.  
CONSIGNMENTS SOLICITED. Special attention given to  
the handling of CORN AND OATS.  
REFERENCES: { Manufacturers' National Bank, Philadelphia, Pa.  
Union National Bank, Westminster, Md.

**E. E. DELP GRAIN CO.**  
**GRAIN AND FEEDS**

453 BOURSE PHILADELPHIA, PA.  
ELEVATOR, TRANSFER HOUSE AND MILLS:  
BOURBON, INDIANA

## MILWAUKEE

O. MOHR, Mgr. G. C. HOLSTEIN, Sec'y-Treas.  
**Mohr-Holstein Commission Co.**  
29 Chamber of Commerce  
MILWAUKEE  
Sample Grain a Specialty  
BRANCH OFFICES AT CHICAGO AND MINNEAPOLIS

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R. J. THRESHER, Pres. L. A. FULLER, Sec'y  
**THRESHER-FULLER GRAIN CO.**  
Grain Commission Merchants  
CONSIGNMENTS SOLICITED  
Grain Bought and Sold for Future Delivery  
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**The Bassett Grain Co.**  
INDIANAPOLIS  
Telephones 80 615-616 Board of Trade

**The Mutual Grain Company**  
GRAIN COMMISSION  
618 Board of Trade, INDIANAPOLIS, IND.  
Careful attention to all shipments

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Established 1875 Incorporated 1910  
**PEORIA, ILL.**  
Handling Grain on Commission  
Our Specialty

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**TYNG, HALL & CO.**  
Grain and Commission  
Merchants  
Rooms 33 and 35 Chamber of Commerce  
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C. W. Buckley. Thos. J. Pursley  
**Buckley, Pursley & Co.**  
COMMISSION MERCHANTS  
GRAIN, HAY AND SEEDS  
PEORIA, ILL.  
References { First National Bank, Peoria, Ill.  
Commercial German National Bank, Peoria, Ill.

**W. W. Dewey & Sons**  
**GRAIN COMMISSION**  
26 Chamber of Commerce, PEORIA, ILL.  
Prompt personal attention given to  
Consignments and orders for grain.

We Get Continuous Chicago Markets. Private Wires to all Points.  
**T. A. GRIER & CO.**  
Grain Shipping and Commission Merchants  
We Furnish Bids on Grain to Arrive  
and Also Solicit Consignments.  
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**MUELLER GRAIN CO.**  
RECEIVERS and SHIPPERS  
**GRAIN**  
We Solicit Your Consignments of Grain and Hay  
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Good Prices and Quick Returns  
**TRY US**  
GEO. L. BOWMAN & CO.  
Grain Commission  
324 So. Washington Street PEORIA, ILL.

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Grain, Clover and Grass Seeds,  
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7, 9 and 11 South Main St. SAINT LOUIS

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**L. W. FORBELL & CO.**  
Commission Merchants  
342 Produce Exchange NEW YORK  
Try us with consignments of oats and corn.  
We are Specialists in these grains and  
are strictly Commission Merchants.

**BROOKLYN HAY & GRAIN CO.**  
HAY, STRAW AND GRAIN  
COMMISSION MERCHANTS  
ON ALL MARKETS IN NEW YORK HARBOR  
Office: Borough of Brooklyn, New York

**Keusch & Schwartz Co., Inc.**  
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Consignments Solicited  
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Members: New York Produce Exchange—Chicago Board of Trade  
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RECEIVERS GRAIN SHIPPERS  
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Consignments Solicited. Ask for our bids and quotations.

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**"THE CONSIGNMENT HOUSE  
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GRAIN, HAY & GRASS SEEDS  
**Picker & Beardsley Com. Co.**  
118 NORTH MAIN STREET.

Ship Your Grain, Hay and Seed to  
**MARTIN MULLALLY  
COMMISSION CO.**  
ST. LOUIS, MO.  
We never buy. Handle on consignment only.



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When "Seedy"

Try

C. A. KING &amp; CO.

Toledo Leads World

"SEND IT TO ZAHM"

THAT Consignment of Wheat, Oats, Corn or Seed.  
 THAT Order for Futures—Toledo or Chicago.  
 TOLEDO is the real market for Red Clover,  
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We make track bids and quote delivered prices.  
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The Oats Specialists  
**H. D. RADDATZ & CO.**  
 GRAIN, SEEDS AND FUTURES  
 Always in the market to buy or sell. Ask for  
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**WE BID** for wheat each day in  
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 market letter in the Toledo Daily  
 Market Report. Yours for the asking.  
**Southworth & Company**  
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Oats Are Our Specialty  
**The Paddock Hodge Co.**  
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**Wheat, Corn, Oats, Seeds**  
 OUR unexcelled service is the result of twenty-six years ex-  
 perience in the grain business in this market. SEND us  
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**PRODUCE EXCHANGE, Toledo, Ohio**  
 Members Toledo-Chicago Exchanges.

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H. G. MORGAN, "The Pittsburg  
 Hay Man"  
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HAY—Ear Corn, Oats—HAY

IN THE ONE SPOT 45 YEARS

Daniel McCaffrey's Sons Co.

Leading Hay and Grain Dealers

Pittsburg - - - Pennsylvania

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Office 1019 Liberty Street Pittsburg, Pa.  
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W. F. Heck & Company  
 RECEIVERS AND SHIPPERS IN CAR LOTS  
 MIXED CARS OUR SPECIALTY  
 Grain, Hay, Straw and Mill Feed  
 Room 727, Wabash Bldg., Pittsburgh, Pa.  
 Members: National Hay Association and Use Robinson's  
 Pittsburg Grain and Flour Exchange Code.

## CRAWFORDSVILLE, Ind.

Crabbs Reynolds Taylor Company

CLOVER SEED  
 Car Lot BUYERS of GRAIN

Crawfordsville Indiana

## LANCASTER

DO YOU REALIZE

That country trade always pays you  
 best in every way?  
 We work a large country business.  
 See the point?

JONAS F. EBY &amp; SON, LANCASTER, PA.

## SIOUX CITY, Ia.

The McCaull-Dinsmore Co.  
 GRAIN MERCHANTS

We offer the choicest varieties of pure country run  
 Blue Stem milling wheat originating in the Jim  
 River Valley of North and South Dakota.

Write us for samples and delivered prices.

SIOUX CITY, IOWA 211-212 Grain  
 Exchange Building

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Alder-Stofer Grain Co.

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The permanent success of our business depends on  
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The Churchill Grain &amp; Seed Co.

Commission Orders Executed. Grain and Seed Bought and Sold  
 Offices: Buffalo, N. Y. Members  
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 Located at Toledo, Ohio Buffalo Corn Exchange

A. W. HAROLD  
 GRAIN

BARLEY A SPECIALTY

717 Chamber of Commerce BUFFALO, N. Y.

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BASIL BURNS,  
 Sec.-Treas.

Burns Grain Company  
 BUFFALO, N. Y.

We invite correspondence and solicit consignments.

GET OUR BIDS AND MARKET REPORTS

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GEO. F. BOOTH, Sec. and Treas.

BUFFALO CEREAL COMPANY  
 CEREAL MILLERS

Buyers of White Corn, Yellow Corn  
 and White Oats.

BUFFALO, N. Y.

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CHAS. ENGLAND &amp; CO.

RECEIVERS OF

GRAIN and HAY

308-310 Chamber of Commerce  
 BALTIMORE, MD.

## MINNEAPOLIS

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 S. J. McCaull, Secretary A. M. DINSMORE, Treasurer

The McCaull-Dinsmore Co.  
 COMMISSION MERCHANTS

915-16-17 CHAMBER OF COMMERCE  
 MINNEAPOLIS, MINN.

DULUTH

MILWAUKEE

OMAHA



# GRAIN RECEIVERS

## CHICAGO

## CHICAGO

## CHICAGO

GEO. S. DOLE, Pres. H. N. SAGER, Sec.  
**J. H. DOLE & CO.**  
(Established 1852)  
Commission Merchants, Grain and Seeds  
We solicit your  
**CONSIGNMENTS**  
and orders in futures  
226 La Salle Street. CHICAGO

**SOMERS, JONES & CO.**  
(INCORPORATED)  
**COMMISSION MERCHANTS**  
GRAIN AND FIELD SEEDS  
CHICAGO MILWAUKEE MINNEAPOLIS  
We are amply prepared to give the best of service on consignments of cash grain and on orders for future delivery.  
Make drafts on us and address all correspondence to us at  
82 Board of Trade, CHICAGO

W. A. FRASER, Pres. W. A. FRASER, Jr., Vice-Pres.  
R. W. CARDER, Sec. and Treas.  
**W. A. FRASER CO.**  
**GRAIN COMMISSION**  
715 Royal Insurance Bldg., CHICAGO, ILL.  
ST. LOUIS, MO. Tel. Wabash 1252 PEORIA, ILL.

**E. W. BAILEY & CO.**  
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GRAIN, SEEDS AND PROVISIONS  
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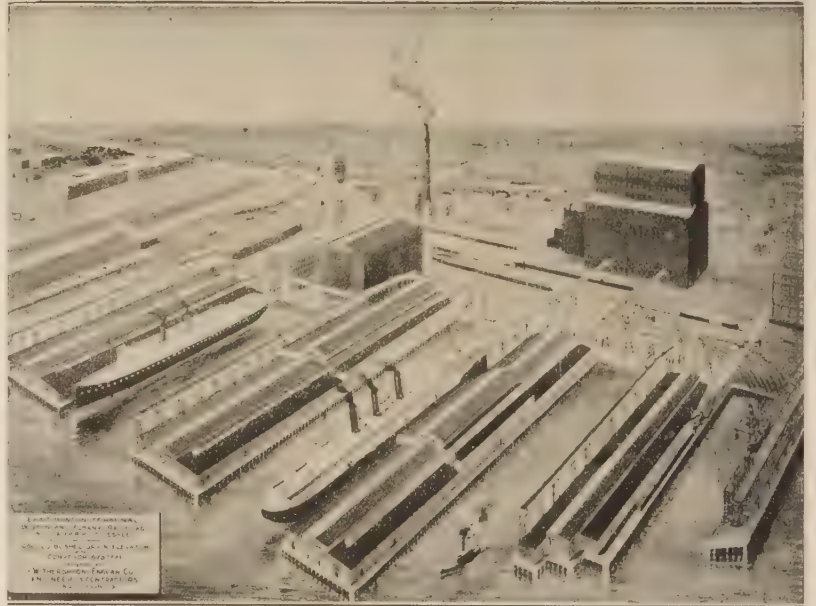
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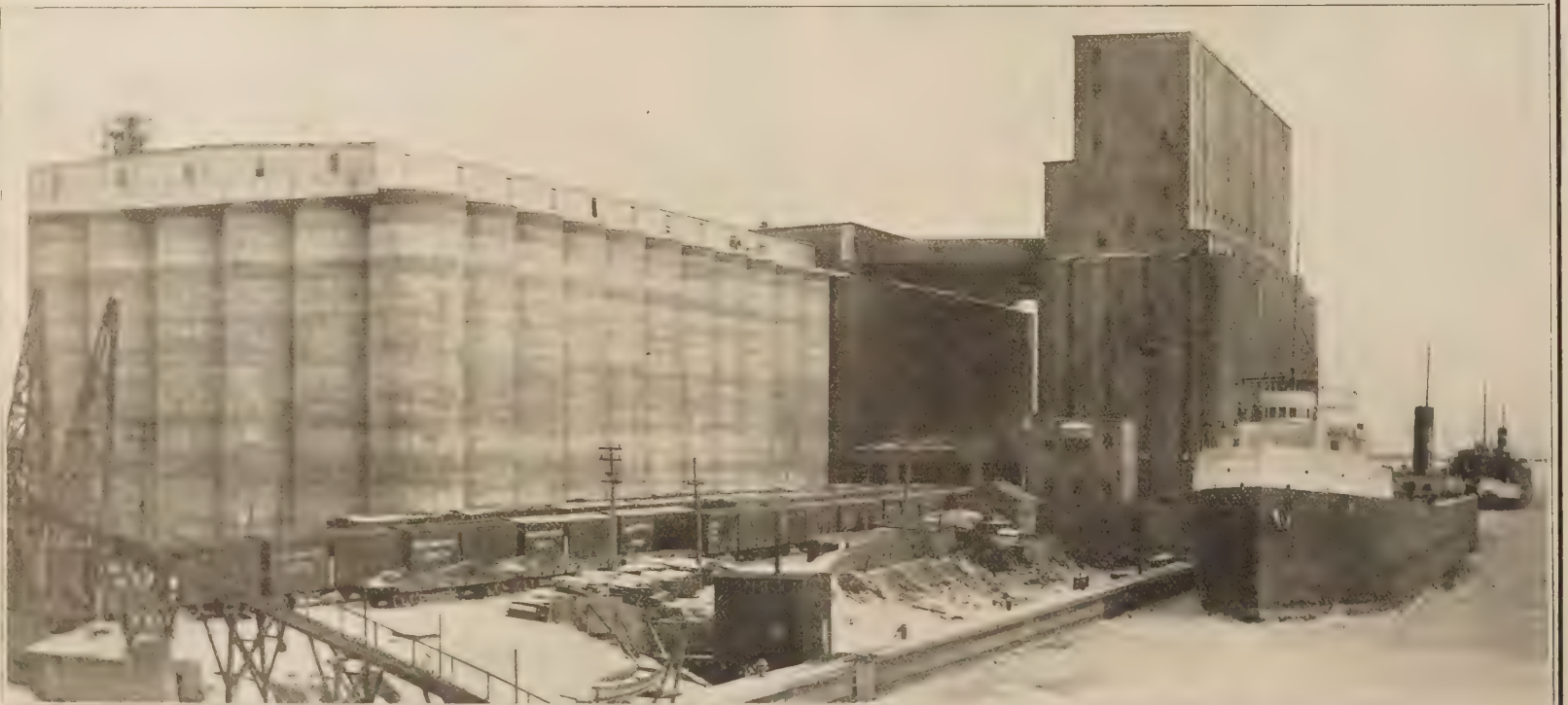


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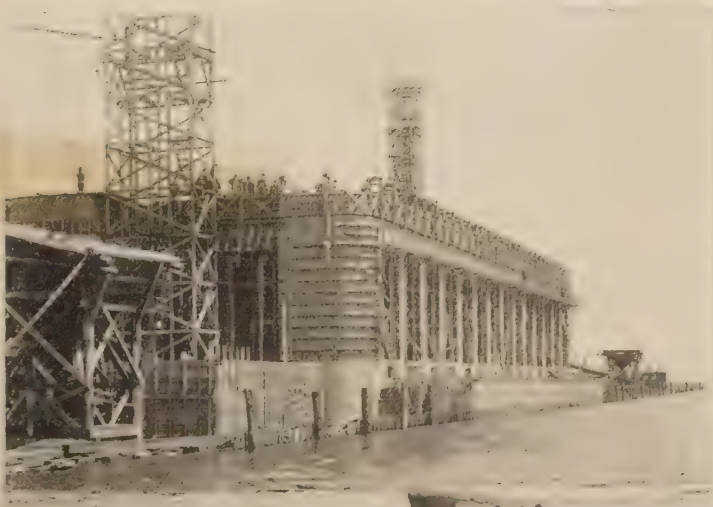
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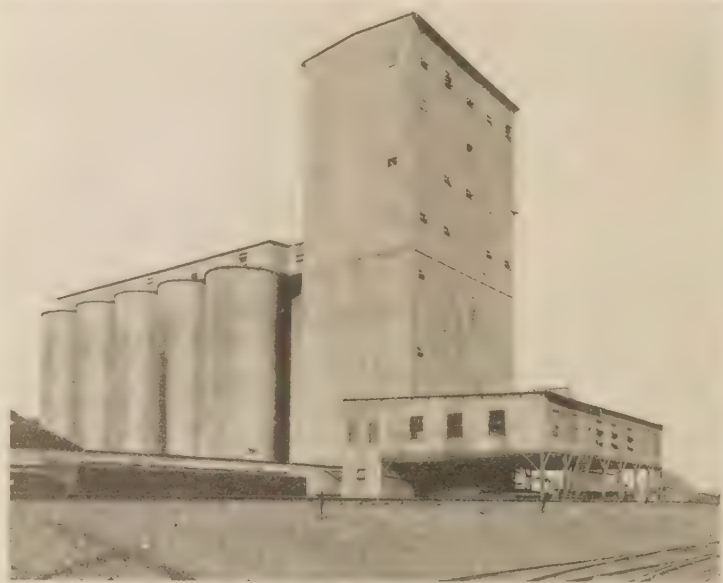


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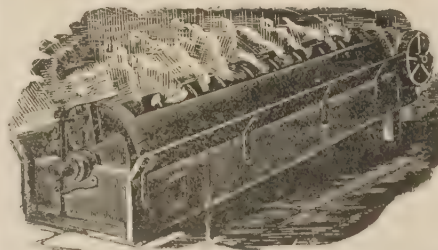
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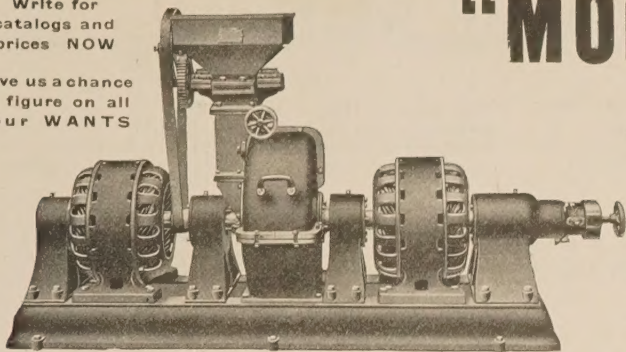
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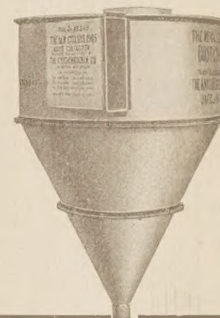
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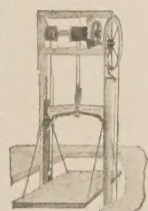
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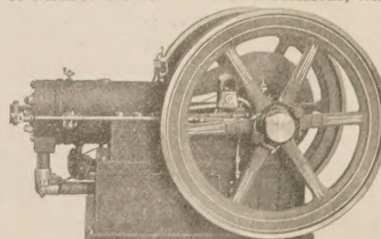
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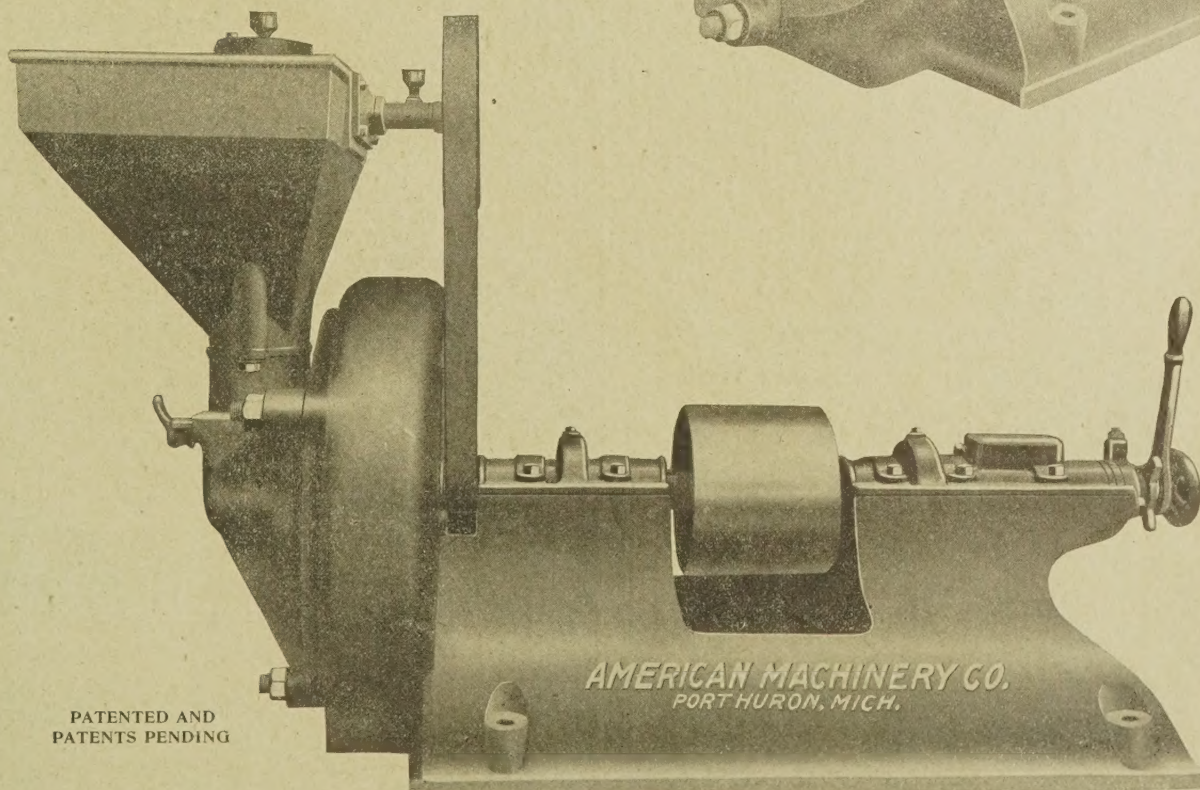
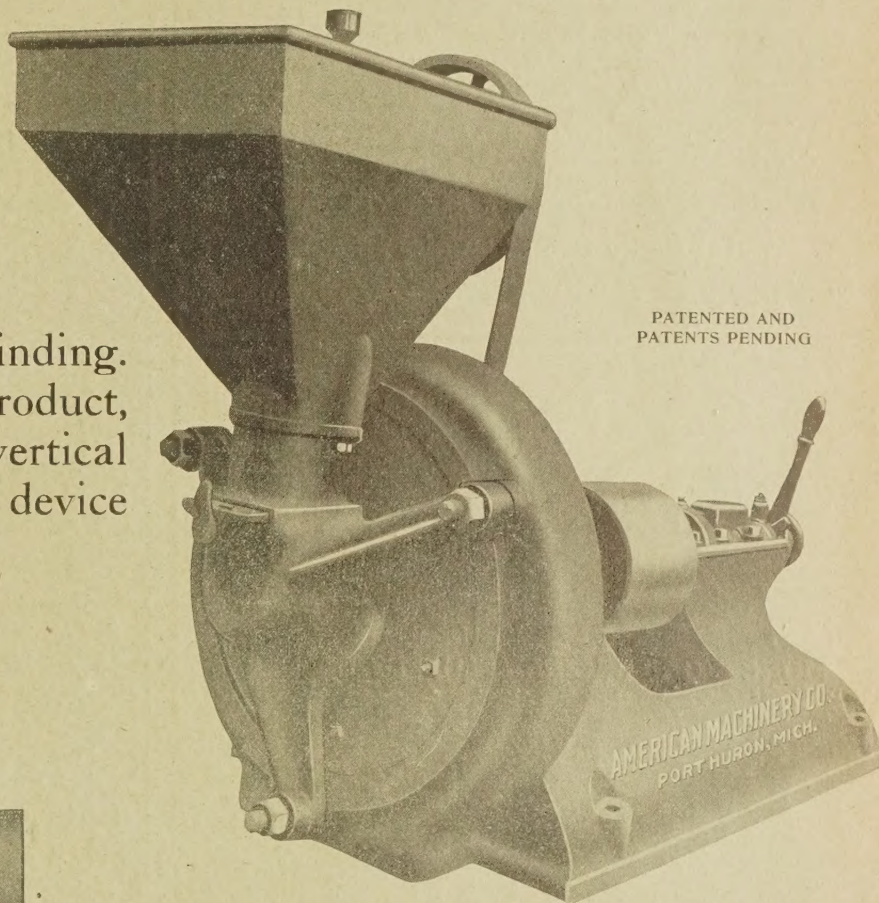
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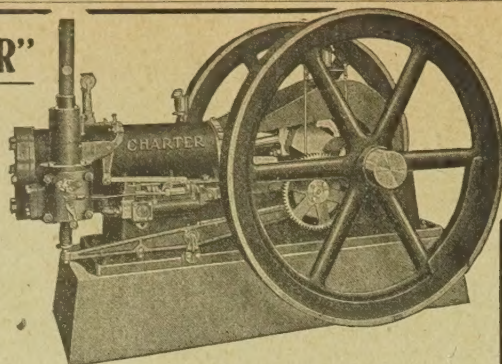


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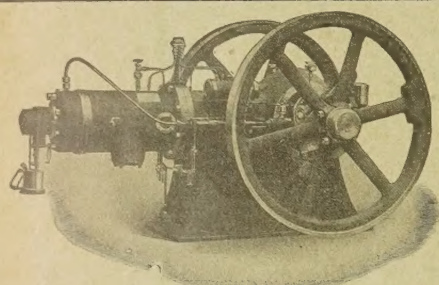
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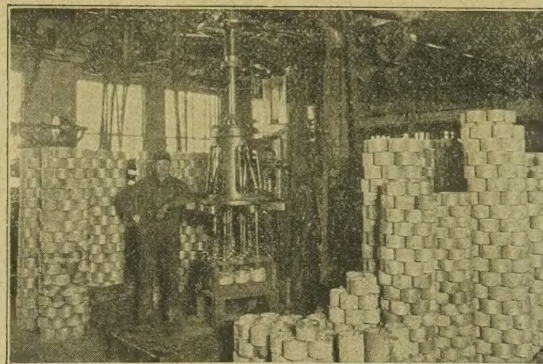
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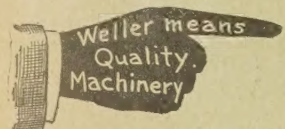
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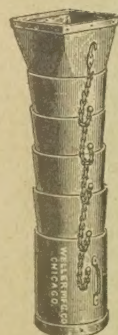
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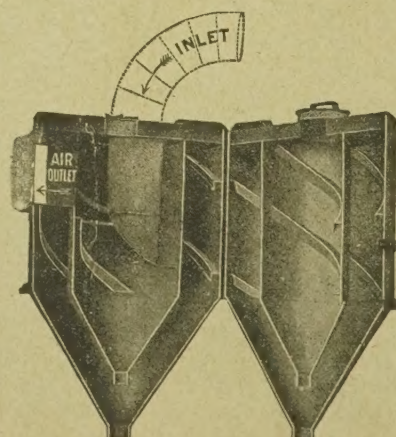
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